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Volume 193, No. 3692 Published by Her Majesty's Stationery Office 22 December 1967

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Board of Trade Journal

VOLUME 193, NO. 3692, PAGES 1581 1628
22 DECEMBER 1967
PRICE 1s. 6d. NET, SUBSCRIPTION INCLUDING POSTAGE £5 6s. 8d.

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Front cover photograph

The coloured glass windows for the new Metropolitan Cathedral, Liverpool, were designed by John Piper and Patrick Reyntiens. The architects were Frederick Gibberd and Partners and the contractors were Taylor Woodrow and Co. The windows were made in the studio of Patrick Reyntiens, who exports coloured glass to the Irish Republic, the United States and South Africa. (Illustration by courtesy of BICC).

Facts and Figures on Sierra Leone

Our thirteen offices throughout Sierra Leone are in continual contact with commerce, industry and agriculture. They have an unrivalled knowledge of local conditions, on which they report frequently to our head office in London.
This knowledge is freely available to all businessmen. For facts and figures on Sierra Leone write to, or telephone, our Intelligence Department at 54 Lombard Street, London EC3 (Man. House 5656).

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TRADING OPPORTUNITIES IN AFRICA — 2

Market prospects in Sierra Leone

By G. Rutherford, Second Secretary (Commercial), Freetown

'LAND OF IRON AND DIAMONDS' is the proud inscription on Sierra Leone's postage stamps. One could also add 'rutile' and 'bauxite'. Because of this large extractive industry the estimated annual per capita income of £45 ranks high amongst the developing African countries. Basically, however, Sierra Leone is an agricultural country in which over 75 per cent of the population is engaged in farming carried out at a subsistence level. Sierra Leone is experiencing the financial difficulties which beset developing countries in general resulting from efforts to hasten economic progress, and is, at present, engaged in a policy of retrenchment. Consequently there is expected to be some reduction in imports which have been running at around £35 million per year. Britain's share of these imports is the largest, but has continued to fall over recent years, and increased efforts by British exporters will be necessary to reverse this trend.

General

Sierra Leone lies just north of the Equator. It is bounded by the Republic of Guinea on the north and east, the Republic of Liberia on the south, and 210 miles of Atlantic seacoast on the west. In 1961 Sierra Leone became a sovereign state within the Commonwealth. The total area of the country is 27,925 square miles, which is slightly smaller than Scotland. The last census in 1963 showed a population of 2.2 million, of whom 195,000 lived in the Freetown peninsula, now officially known as the Western Province. The climate, although tropical and humid, is not severe. The rainy season from May to October is rather trying and affects communications and consequently business generally. English is the official and commercial language. Freetown, the capital, which has an estimated population of 80,000, is the commercial centre where offices of the leading business houses are grouped. Outside Freetown there are few urban concentrations. Bo, in the Southern Province (population 25,000), is an important distribution centre. Freetown has one of the largest natural harbours in the world, with extremely deep water near the shore. A major expansion of the port facilities is at present being carried out by a consortium of French contractors. Lungi airport, on the northern bank of the River Sierra Leone, opposite Freetown, has recently been brought up to international standard by the extension of the runway to 10,500 feet and other improvements. A central bank was established in 1964, its first major operation being the introduction of a new decimal currency based on a 'Leone' worth 10s. sterling and sub-divided into 100 cents. In March 1967 a group of senior army and police officers established a National Reformation Council by proclamation. The House of Representatives and all political parties were dissolved, and in addition any reference to the Governor-General, Prime Minister, Ministers or Cabinet under the Constitution, was to be construed as a reference to the National Reformation Council.

The financial situation

Since Independence there has been a downward trend in Sierra Leone's external reserves. As a result of efforts to accelerate economic development, Sierra Leone adopted economic policies which were inconsistent with available resources. Development expenditures were excessively high, and current expenditures were allowed to outrun current revenues. In 1965 the country had one of the largest trade deficits on record, £7 million as compared to

Loading a Foden dump-truck at Tongo in one of the diamond-mining areas operated by Sierra Leone Selection Trust Ltd.

1.5 million in 1964. This budgetary policy, in conjunction with the investment policy of the Sierra Leone Produce Marketing Board, a major public corporation, led to a drastic drain on the foreign exchange reserves which became inadequate to meet the demands made upon them, particularly the need to service the large volume of contractor finance debt. Realizing that the financial situation had become critical, the Government appealed in 1966 to the International Monetary Fund for assistance, and a stand-by arrangement was granted authorizing drawings up to $7.5 million (about £2.7 million) over a 12-month period beginning November 1, 1966, to support the foreign exchange reserves. On its part the Government promised to implement a stabilization programme agreed upon with the IMF. The main objectives of this programme were to limit Government expenditures to the amount of finance avail-

(*Continued on next page*)

For the complete picture in Sierra Leone . . .

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MARKET PROSPECTS IN SIERRA LEONE, *continued*

able, to restrict Government borrowing to long-term loans and to bring the Government's overall budget into balance. Further pre-finance agreements were to be avoided. All this has resulted in a slowing-down in commercial and economic activity.

The budget for 1967-68 estimated recurrent revenues at £21.1 million, compared with a revised estimate of £19.7 million for 1966-67. Recurrent expenditures are estimated at £20.35 million. This latter figure is the same as for 1966-67, but since this year's expenditure estimates contain elements of debt servicing omitted from the estimates in the past, it represents an absolute reduction in expenditure. Total capital expenditure is estimated at £4.9 million. The additional revenue in 1967-68 is to be obtained from increases in almost every major category of taxation. Import duties have been substantially increased over a wide range of items extending from motor vehicles to foodstuffs and clothing.

In the budget statement it was also announced that the Government had accepted the recommendation of a firm of consultants commissioned by the World Bank that the unviable Sierra Leone Government Railway (2 ft. 6 in. gauge) be phased out, and it is hoped, with financial assistance from the Bank, to concentrate on road development.

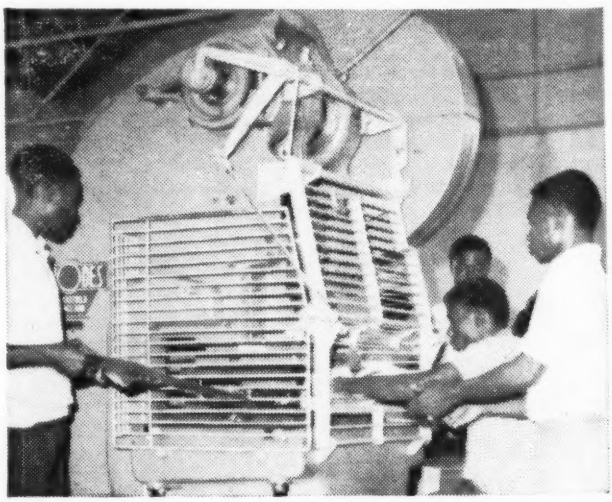
On the brighter side, the Sierra Leone Produce Marketing Board, whose financial position had become desperate, has received a loan from a British bank which will enable it to meet its working capital requirements and pay off accumulated liabilities to buying agents and others. In addition, an agreement was signed in Freetown in August 1967 under which Britain has loaned to the Sierra Leone Government the sum of £500,000 interest free for development purposes. The money is being spent on goods and services of British origin.

The Government has emphasized that Sierra Leone would continue to follow liberal foreign trade and exchange policies and would welcome foreign investment.

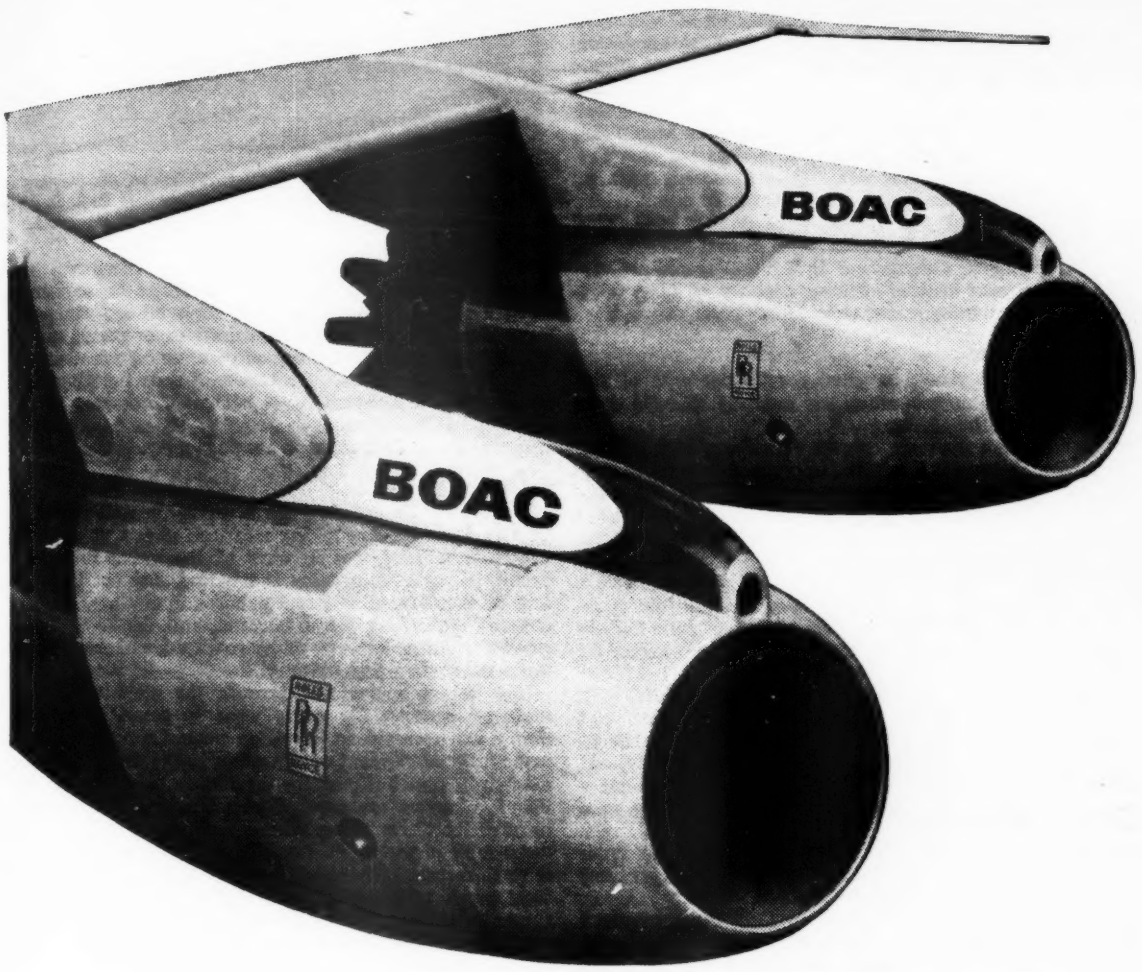
Manufacturing industry

With its heavy dependence on subsistence agriculture, the export of raw materials and the considerable importation of manufactured goods – Seirra Leone has been concerned with the promotion of manufacturing industries in order to diversify her economy. However, the smallness of the market limits the development of a sizeable industrial sector, and this is likely to remain so until possibly some form of regional grouping eventually provides a larger market. Manufacturing industry consists at present of a small number of factories – mainly centred in Freetown – making consumer goods such as cigarettes, soft drinks, alcoholic

(*Continued on page* 1586)



This power press forms part of the all-British plant installed near Freetown by the Metalware Manufacturing Co., Ltd., for the manufacture of galvanized buckets.



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beverages, paint, cement, metal and wood furniture, plastic footwear, terazzo tiles, nails, galvanized buckets, metal windows, umbrellas and certain garments. Apart from produce processing plants such as rice mills and palm mills, little industrial diversification has taken place outside Freetown.

Towards the end of 1966 construction work started on a National Oil Refinery which is scheduled to come on-stream in May 1968, and expected to have a capacity of 8-10,000 barrels per day. The contract to build the refinery was awarded by the Government in April 1966 to a Japanese company on contractor-finance terms.

Sierra Leone's first flour mill opened in September 1967. This mill is a joint venture between Seaboard Allied Milling Corporation, USA and the Sierra Leone Government. British milling and processing machinery has been installed. Milling capacity at 2,000 cwts. per day is regarded as being sufficient to satisfy local demand.

Imports and exports

Palm kernels at one time accounted for 90 per cent of the country's exports, but this proportion has radically changed since the diamond boom of the 1950's.

In 1966 out of total domestic exports valued at £26.8 million, diamonds accounted for £15.8 million, iron ore £4.9 million, and bauxite £0.4 million. Earlier on this year exports of rutile commenced from what is reported to be the world's largest reserves (production is expected to reach 100,000 tons per annum, later rising to 200,000 tons).

Traditional produce exports consist mainly of the cash crops: palm kernels, coffee, cocoa and piassava. However, with the opening early in 1967 of a palm kernel oil mill, exports of palm kernels have dropped considerably, and exports of crude palm kernel oil and cattle cake have commenced.

The main imports into Sierra Leone consist of foodstuffs, manufactured goods, machinery and transport equipment and mineral fuels. Imports in 1966 at £35.7 million were only some £3 million less than in 1965. Imports of food increased slightly, but substantially less was imported under the heading of machinery and transport equipment, where total imports at £8.3 million were £3 million down.

Britain's share of Sierra Leone's imports continued to fall from £13.47 million (37.9 per cent) in 1964 to £12.69 million (33 per cent) in 1965 to £10.15* million (28.4 per cent) in 1966.

The abolition of the preferential tariff in 1965 has encouraged more goods to come from countries other than Britain which, however, still remains the principal supplier. Imports during 1966 from EEC countries, notably the Federal Republic of Germany, the Netherlands and France, increased over the previous year. Increasing competition is also being experienced from Japan, which country has made inroads in motor vehicle sales, especially of heavy goods vehicles and largely at Britain's expense. A consequence of the increases in taxation mentioned earlier, particularly those concerned with import duties, is likely to be larger imports of cheaper goods from Eastern European countries, Hong Kong, mainland China and Japan.

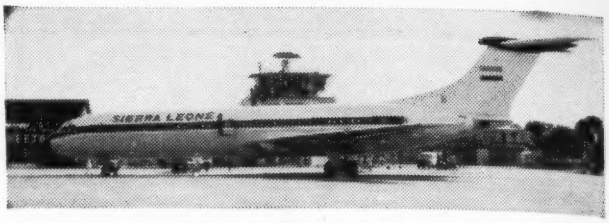
There are few restrictions on the importation of goods and only a limited number require specific import licences. These include certain foodstuffs, medicinal and pharmaceutical products, firearms, ammunition and explosives, and products competing with those made locally. There are no exchange control restrictions on payments for imports into Sierra Leone.

Trading

As in other parts of West Africa, expatriates, mainly Europeans, Lebanese and Indians predominate in retail and wholesale trading of both locally produced and imported goods. As with other West African territories, there is little real specialization either by commodity or type of trade. Thus, one firm may act as an importer, exporter, wholesaler, retailer and stockist agent dealing in commodities ranging from provisions to electrical goods.

Due to Sierra Leone's balance of payments difficulties, the limited purchasing power of its 2¾ million population and the slow rate of industrialization interest in new agencies, particularly those requiring after-sales service and technical knowledge, is difficult to secure. The few large expatriate trading companies are usually heavily committed. A fairly sizeable demand for capital goods and equipment comes from the four large mining companies which have their own purchasing organizations overseas, and also from the Government and statutory corporations which normally channel their purchases through the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1. Firms interested in exporting such goods to Sierra Leone are, therefore, advised to keep in touch with the Crown Agents.

* Provisional figure.



A VC 10 aircraft at Lungi (Freetown) airport, the runway of which has been extended to 10,500 ft., by Whatlings Ltd., in conjunction with Rendel, Palmer and Tritton, consulting engineers.

Future prospects

The Sierra Leone economy is going through a difficult phase. The Government are taking measures aimed at achieving sound economic policies, but in view of the grave inherited financial problems, no quick solution is expected. The cut back in expenditure of the Government and public corporations, the increases in customs duties and direct taxation, and the tightening of credit mean that future imports will be restricted, and this will particularly affect the construction industry.

The mining sector will provide the main source of foreign exchange earnings for many years to come. Manufacturing industry will continue to be on an import substitution scale unless some form of regional co-operation in the future offers an export market. The majority of the population subsist on the land, and, therefore, agriculture must play an important role in the development of the Sierra Leone economy. In this regard it is noteworthy that the Food and Agricultural Organization of the United Nations is to undertake a thorough examination of the country's agricultural needs with a view to preparing a comprehensive plan for future development. For some years ahead Sierra Leone will have need for the inflow of capital on 'soft terms' from governments and international organizations for further economic development. Even so, only a modest rate of growth can be expected.

Britain has traditionally supplied a large proportion of Sierra Leone's import requirements, but with the likelihood of some contraction in the market and increasingly strong competition being experienced from foreign competitors, there are no grounds for assuming that Britain will find its existing share of imports any easier to maintain. Future imports are likely to be in the region of £30 million per annum, and British exporters should concentrate on building on their advantages of a common commercial language and long-existing trade ties. In particular closer attention should be paid to the needs of the market, and to the usual accessories of successful exporting such as quality, variety, design and effective advertising. Prompt attention to correspondence and adherence to delivery dates are essential if Britain is to retain her position as Sierra Leone's leading trading partner.

Export opportunities in Sierra Leone

Below are recent examples of export opportunities in Sierra Leone issued by the Export Services Branch of the Board of Trade, Hillgate House, Old Bailey, London, E.C.4. For further details ring the Branch at 01-248 5757, *Ext.* 404 *and* 406.

Reference No.	Commodity		Bulletin No.
ESB.41185/67	Gramophone records	Export opportunity	231/67
ESB.33586/67	Cement block-making machine . . .	Export opportunity	179/67

Soviet forward plans provide openings for British exporters

A study of Soviet economic plans suggests possible commercial opportunities for British exporters although expectations may not necessarily be fulfilled in regard to external trade. With this reservation, the Commercial Department of the British Embassy in Moscow has prepared the following tentative analysis of the Soviet Economic Plan 1967 to 1970 as expounded at the meeting of the Supreme Soviet in October, 1967.

General

MR. BAIBAKOV, the chairman of Gosplan, referred in his report on the economic development plans for 1968-1970 to a proposed broadening of trade with capitalist countries particularly by means of scientific and technical co-operation agreements such as those which had been signed already with Italy and France. He also indicated, however, that the turnover in trade with Socialist countries would be maintained on a level of about 70 per cent of total trade.

It is planned to develop the Eastern region of the Soviet Union into a highly industrialized area and these regions would be prepared for this role by the initial development of the fuel and electric power industries there. Ministries, particularly those responsible for the chemical, oil refining and metallurgy industries are urged not to concentrate the development of these industries in the European parts of the USSR.

In Mr. Baibakov's report, and elsewhere, there are signs of significant developments in Soviet policy towards the consumer. The average monthly wage in the Soviet Union will reach 115.2 Roubles by 1970 (0.5 Roubles in excess of the directives). In 1968, for the first time for many years, the planned increase in output of consumer goods (8.6 per cent) will exceed the increase in output of producer goods (7.9 per cent) to counter the probable excess of purchasing power. (See below.)

Agriculture

There are no positive indications that there are plans to purchase more agricultural equipment from capitalist countries but British efforts might well be concentrated on the provision of special purpose equipment. Some of the agricultural equipment in this category for which demand arises is, however, of a type not normally produced in the United Kingdom, i.e., equipment for harvesting crops which might be peculiar to climates unlike our own. It is planned to increase the Soviet production of tractors and other agricultural machinery but there are no obvious opportunities for selling conventional equipment in this field. Mr. Baibakov's comments did indicate a lack of adequate equipment and/or facilities for the repair and maintenance of agricultural equipment. It was also mentioned that the electrification of farming areas will be further developed and that there will be increased capital investment in projects relating to water economy.

Production and purchases of animal husbandry products will be higher under the remaining years of the current plan. Many British firms are already active in this respect but it is possible that further opportunities exist for the sale of veterinary products which might improve the quality and quantity of Soviet livestock or poultry. Similarly, the latest developments in British equipment for the mechanization of livestock farming or poultry rearing (in which field British successes here can be recorded) should be of interest here. Production of feedstuffs will increase substantially in the remaining years of the current plan and there might be scope for the supply of British plants and equipment for facilitating this increase. It would appear that there are still possibilities for sales of certain livestock from the United Kingdom but it may be that this trade will continue to develop through the existing Soviet contacts with breeding associations which are extensive.

Automation

The use of computers and automated control systems for the power, chemical, metallurgy, electrical engineering and machine building industries will, according to Gosplan directives, be more widely applied in the future. It is planned to establish 600 automated control systems and 230 new computer centres throughout the Soviet Union. The Russians are very conscious of the shortcomings which exist in the mobilization of existing resources and see automation as the answer to many of their problems. British firms have already sold computers here some of which will be used for this particular purpose of mobilization of resources of certain industries. It is possible that further orders may materialize and that funds will be allocated to certain industries, particularly those mentioned above, for the purchase of equipment which will enable higher standards of productivity to be reached.

Building materials

The delays in the building programme are still noticeable, but here again it would seem from local reports that it is not so much a shortage of materials which is responsible for these delays but an inability to make the materials available in the right place at the right time. One significant development in the field of building materials, however, is that an additional 0.5 per cent of the capital investment allocated to Ministries for building materials can be devoted to the production of wall panels. It is possible that the Russians will be looking for equipment or even complete plants for the production of wall panels.

Chemical industry

British firms have already had a fair share of orders for equipment for the chemical industry and the pattern of Soviet purchases

(Continued on next page)

SOVIET FORWARD PLANS PROVIDE OPENINGS FOR BRITISH EXPORTERS, *continued*

in the field of chemical machinery and plant will probably continue in the same way. Under the Five-Year Plan it is proposed significantly to increase the production of mineral fertilizers. This will increase by 31 million tons by 1970. Production of chemical fibres over the same period will increase by 72 per cent and production of plastics and resins will also be substantially increased.

Communications

The pronouncements by Mr. Baibakov mention plans for having 300 television stations in operation in the next three years. It seems that the Russians are able to provide most of the equipment for black and white television studios. In the field of colour television French competition is very intense but there might be scope for more supplies of studio equipment as more and more regional studios go over to colour television in the next few years.

Nine hundred thousand new telephones will be installed in the country in 1968 and by 1970 the capacity of urban and rural telephone exchanges will be substantially increased. A British firm has recently secured a large order for telephone cable manufacturing plant but there could be more business in this sphere.

Consumer goods

The production of the light and food industries in particular will continue to expand during the currency of the Five-Year Plan. Production of knitwear will be increased. British firms have already supplied a lot of knitting machinery over the past few years and there should be scope for further deliveries in this connection. Of particular interest is textile finishing machinery. As in various other fields, completely automated production lines are required in this industry. The current plans indicate that there will be substantial increases in production and development of specially treated fabrics such as fabrics for the manufacture of non-iron shirts. In the footwear industry production will increase to a level which will bring the figures up to 673 million pairs (50 million pairs over the original directives).

Although British firms did very well on the sale of consumer goods such as clothing and footwear this year, much of this was undoubtedly purchased specifically for the 50th Anniversary and one cannot count on this level being maintained. It is likely however that the scope for sales of machinery for producing the range of goods described above is likely to increase at least for the next two or three years. By 1970 the average monthly wage will have increased to 115.2 Roubles and as indicated in the introductory paragraphs the greater purchasing power has already meant, in the initial stages, greater purchases of foreign consumer goods but the volume of the latter can only be regarded as short-term. In the long-term the greater opportunities must lie in sales of machinery. Besides textile machinery one could expect these opportunities to exist also in the field of production equipment to enable the Russians to meet their targets for production of electric domestic appliances. In 1968 the country plans to produce 5.7 million television sets; 3.4 million domestic refrigerators and 4.7 million washing machines.

Fuel

Oil and gas

The latest directives propose the development on a large scale of the oil and gas extraction industries. Sixty per cent of all fuel supplies in the Soviet Union will be made up of oil and gas. There are indications that there is still a lack of adequate oil pipeline and that it is proposed to improve the quality of the oil extracted (by secondary refining) in order to increase the raw material stocks for the chemical industry.

Coal

There are also extensive plans to develop the mining of coking coal and, in particular, to expand the facilities in the Kuznets and Donets Basin areas. 'Sizeable sums' are being allocated for the provision of more equipment for automating and mechanizing existing pits. After the International Mining Equipment Exhibition in Moscow in July 1967, British firms are aware of the opportunities here.

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Ferrous and non-ferrous metallurgy

This is another field in which automation is expected to play a further more important role. British firms have already supplied equipment to improve the functions of certain units of the metallurgy industry and there should be continued scope in this area. The latest plans announced that it will be necessary to re-tool many of the ore establishments. Competition in the provision of equipment in this particular sphere is intense not only from European firms but from Japanese and United States enterprises. Public statements here reveal an apparent lag in the production of alumina (raw material for aluminium production).

Power industry

Although the Russians are endeavouring to expand rapidly the degree of electrification throughout the country, most of this work is being completed from their own resources. It is proposed to construct several large thermal power plants as part of this general exercise, but the only scope for sales of imported heavy electrical equipment would appear to be (i) in special cases where complete factories are being supplied by British contractors and where switchgear, etc. can be supplied as part of a turnkey project or (ii) in situations where there exist particular delays in the fulfilment of past plans and where the import of foreign know-how and equipment might offer a short cut to reaching established targets. The Supreme Soviet meeting was told of particular difficulties in the electricity supply system in the Ukraine.

Pulp and paper industry

By 1970, it is announced, the output of pulp will increase by 120 per cent and that of paper by 54 per cent. British firms are already alive to the possibilities for plant for this industry and there have been exchanges of delegations between the United Kingdom and the USSR. Competition, particularly French, is keen and the Soviet/Japanese trade agreement provides for the delivery of pulp and paper plant to a value of £12 million in each of the years 1968-1970.

Radio and electronics industry

The visit of the British Electronics Mission in September revealed that the Soviet electronics industry might be interested in highly specialized components and the Soviet side went so far as to suggest a British exhibition in this field. The scope for sales of standard components will probably be limited, if there is any scope at all, to instances where the Russians could bridge temporary shortages by imports. The Russians are undoubtedly interested in sophisticated production equipment for the electronics industry but the items of most interest to them are affected by the embargo restrictions. Mr. Baibakov announced that the economic development plans provided for developing the radio and electronic engineering industries at a faster rate than the engineering industry as a whole.

Transport

Automobile production

State capital investment in automobile production will be trebled during the period 1966-1970 in order to bring motor vehicle output up to 1,360,000 units in 1970. Opportunities for British firms in this field can be divided into two categories:

(i) **The Fiat Project.** Orders are beginning to be placed here and in Turin for the supply of equipment for the Togliatti plant and British firms are already very active in trying to secure some of that element of the business for which Italian firms will not be competing.

(ii) **Existing Automobile Plants.** British firms have secured orders amounting to something like £19 million this year for the supply of equipment, particularly machine tools, for *inter alia* the stepping-up of production of passenger cars and commercial vehicles at the Moskvitch, Likhachov and Gorky plants and it does not seem that any opportunities in this respect are being lost at the moment.

Railways

In 1968, it is announced, there will be a 12 per cent increase in the deliveries of railway-wagons. There are indications that the Russians are interested in the supply of certain fittings which would improve the quality and performance of their rolling stock.

Merchant Fleet

An increase in the merchant tonnage is anticipated. Our efforts in the past to secure ship orders in the Soviet Union have not met with a great deal of success. The interest for the future would seem to be in the provision of special purpose ships, completely automated where possible, at prices competitive with those from Japan, etc. British firms should continue their efforts to sell ancillary equipment for shipbuilding – e.g. stabilizing equipment, steering gear, marine paints, fireproof panelling, etc.

The Board of Trade

Export Service Bulletin

issued daily Monday to Friday inclusive

Contents

Market Pointers
Market Reports
Export Opportunities
Calls for Tenders
General Notices

Cost

10 guineas per annum (inclusive of postage, quarterly 'World Economic Comments' and occasional special supplements devoted to particular countries).

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4

(Tel. 01-248 5757, Ext. 7058. Telex 25977, AB: Bothillgate Ldn.)

Mr. Crosland gives advice to exporters on pricing policy after devaluation

SPEAKING at a meeting at the Grimsby Chamber of Commerce on December 15, Mr. Anthony Crosland, President of the Board of Trade, gave the following advice on export prices:

'In most markets price is the most important factor governing volume of sales and it follows that the best price to charge is usually that which is competitive enough in the markets concerned to attract a full order book in relation to production capacity. A company's pricing policy may have to vary from one product to another according to the differing ratio of capacity to current volume of orders and the different conditions in different markets. That in the Government's view should be the fundamental basis of export pricing policy but in particular circumstances it should be modified by sub-policies as follows:

'In the more affluent export markets such factors as advertising, packaging, product design, immediate availability from stock and after sales service may often be more potent factors in increasing demand than price itself. In these markets, apart from any increase in sterling price needed to cover higher costs, companies may also need to raise prices in order to provide for additional expenditure on these factors.

'Companies which are in a position to expand current capacity fairly rapidly by investment in more efficient plant which will lead to a higher volume of output might be well advised to improve their competitive position by holding sterling prices as near to their pre-devaluation prices as they can, subject to covering any increases in costs, in order to achieve increased output, increased volume of sales and increased efficiency.

'Any pricing policy which leads to such an increase in volume of orders as to endanger *delivery on time* of goods will prove exceedingly costly in terms of loss of goodwill and future orders.

'Pricing policy on exports to some countries which have also de-valued their currencies requires special consideration. Some of these countries export mainly agricultural products whose price is virtually tied in terms of sterling. Their real national income has therefore fallen. Exporting companies which increase prices to such countries beyond that fully justified by the increased costs which they are now bearing may cause a loss of goodwill or even national reaction in such countries which will be against the interest of such companies' individual exporting interests in the future. Short term policies leading to maximum gain in immediate prices should be avoided.'

Exporting to Australia

THE BRITISH export effort in Australia could be drastically improved. This was stated in London by Mr. A. P. H. Aitken, chairman BNEC Australia and deputy chairman Stone-Platt Industries, reporting on his recent six-week fact-finding visit to Australia, Britain's third largest export market.

Mr. Aitken said that an enormous fund of goodwill towards Britain existed in Australia and that a large number of British firms were doing a first-rate job there – exports to Australia last year amounted to £300 million – but we could not afford any complacency about this market. In 1966/67 America had for the first time sold more to Australia than Britain, and Japanese exports were rising rapidly.

One of the most frequent criticisms encountered by Mr. Aitken in his talks with over 100 Australian businessmen concerned broken delivery promises. Mr. Aitken said he was told that deliveries were sometimes broken without warning or explanation, and this often caused great inconvenience to the buyer. Communications between British industry and Australia were also often weak – the telephone was used insufficiently and cables were not answered quickly enough.

The Australian market was a very important one for Britain, said Mr. Aitken – it was prosperous, sophisticated and was growing rapidly. This sort of market was one in which Britain was most likely to succeed, if she could overcome the criticisms he had encountered.

Sir Antony Part, KCB, MBE (right), permanent secretary to the Ministry of Public Buildings and Works, whose appointment has recently been announced as permanent secretary to the Board of Trade as from March next year. He is seen on a visit to the Hull Works of Ideal-Standard Limited on December 6. Also in the picture (left) is Mr. E. D. Nicholson, vice-chairman and managing director of Ideal-Standard and machine operator Mr. J. A. Ashley.

Effects of devaluation on trade

A DELEGATION from the Fertilizer Manufacturers' Association, led by Mr. W. S. Keatley, president of the association, met officials of the Board of Trade on December 12, at the invitation of the Board, to discuss the new situation created by devaluation. Among the subjects discussed were the effects of devaluation on export opportunities and on import saving and the measures which might be taken by the Government to help the industry to take full advantage of the situation. Close contact will be maintained between the Board of Trade and the association.

Rates of Export Rebate

THE TREASURY has made the Export Rebates (Rates of Rebate) Order 1967. This Order makes some minor changes in the classification of goods exported on or after January 1, 1968, to accord with the Export List 1968. The rates of rebate for all goods are unchanged.

The order comes into operation on January 1, 1968, and has been published as Statutory Instruments 1967 No. 1834. Copies are obtainable direct from HMSO, price 2s.

Note:

As announced in the House of Commons on November 21, 1967, goods cannot qualify for Export Rebate after March 31, 1968. In a written reply to Questions, the Financial Secretary to the Treasury announced on December 8 that, subject to passing the necessary legislation, the rebate will continue to be paid after March 31, 1968, where the Board of Trade are satisfied that goods are exported under a firm written contract made before November 19, 1967, at fixed prices payable in sterling which are not renegotiable.

Birmingham Chamber steps up export mission plans

THE SPEED WITH which Birmingham exporters are responding to the programme launched by the Birmingham Chamber of Commerce and Industry to gain immediate benefits from devaluation was revealed last week by the director of the Chamber, Mr. Robert Booth. He said: 'As soon as devaluation was announced, the Chamber decided to step up substantially its already heavy programme of 10 hard-sell overseas trade missions organized for 1968. We made immediate plans to organize a further six to 10 commando-style visits next year and in early 1969 – the period in which the maximum benefit can be obtained from our more competitive export prices arising from devaluation. Our proposals were cleared by telex with the British National Export Council which consulted the Board of Trade and welcomed this initiative. Financial help for mission members from the Government's scheme of assistance to

trade missions will be forthcoming, and this will help to offset the higher cost of air fares and hotel accommodation which exporters now face. We have been told that the extra workload in the British Embassies and commercial posts abroad will be readily undertaken. Their help in organizing individual programmes for our sales executives requiring assistance is, of course, fundamental to the considerable success which our missions have so far achieved.'

Mr. Booth said that in the short time since devaluation it had already been possible to arrange for their first export commando group to make a short intensive sales drive in Dusseldorf starting on February 26. There had been an immediate response by more than a dozen companies and the Chamber had been greatly encouraged by this and other indications of an aggressive approach by members to the export drive the country needed to put the economy right.

He added that the teams would include the maximum number of experienced exporters already effectively represented in those markets which presented the best post-devaluation sales opportunities. Apart from Germany they were evaluating opportunities in other European markets and looking at countries such as Japan, South Africa, Canada and others in Latin America.

'These targets supplement the 1968 programme already arranged. Our mission to West Africa will leave in January, and will then be followed by visits to Australia, New Zealand, Denmark, North Africa, United States, Brazil, Argentina, Malaysia, Singapore and Italy. Preparations for these visits are already well advanced and details of most of them have been available to our members for some weeks past.'

Mr. Booth revealed that reports from the Chamber's mission currently in Mexico which arrived in the market on November 25 were 'highly encouraging'. There was no doubt, he said, that its prospects had been considerably improved by devaluation. He forecast that the export business secured by the Chamber's sales missions over the last 12 months would run into very substantial figures when their final sales were assessed.

Restrictive Trade Practices Act, removal from register of two agreements

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under section 12 of the Restrictive Trade Practices Acts, 1956, authorizing him to remove from the Register the following two agreements:

(i) between the members of the Broadland Owners' Association relating to recommended standards of accommodation and equipment on pleasure craft; and

(ii) between the members of the British Pump Manufacturers' Association and the CEGB relating to the terms on or subject to which the members will sell and the CEGB will acquire pumps and pumping equipment.

Section 12 of the 1956 Act provides that the Board of Trade may, upon representations from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appears to the Board of Trade to be of no substantial economic significance.

Section 12(3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreements to which the directions relate, and this was done on December 14.

Notes:

Ninety-six directions have previously been issued by the Board of Trade. The most recent of these appeared in the *Board of Trade Journal* on November 10, 1967 (page 1158).

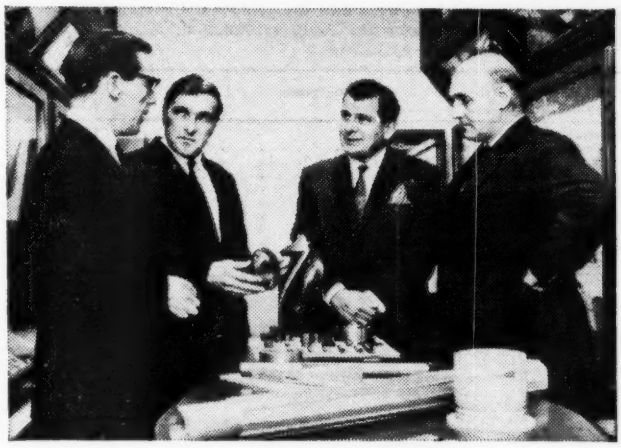
Minister's statement

The following statement has been issued by Mr. George Darling, Minister of State, Board of Trade:

'Upon receiving representations from the Registrar of Restrictive Trading Agreements, the Board of Trade gave directions on December 13, 1967, that the following agreements should be removed from the Register under section 12 of the Restrictive Trade Practices Act, 1956, on the grounds that they appear to be of no substantial economic significance. The agreements in question are:

(i) between the members of the Broadland Owners' Association, who are recommended to adopt "A Recommended Code of Practice for the fitting out and maintenance of hire pleasure craft for the prevention of accidents to the craft and their occupants".

(ii) between the members of the British Pump Manufacturers' Association and the Central Electricity Generating Board relating to the terms on or subject to which members will supply and the CEGB will acquire pumps and pumping equipment. These conditions contain a price variation clause and a clause relating to progress payments.'



A 60 ft. mobile demonstration unit – spearhead of the Ministry of Technology's Production Engineering Advisory Service to Wales – visited Quinton Hazell Ltd., Colwyn Bay, Denbighshire, recently as part of its North Wales tour. The unit is being operated for the Ministry by the Production Engineering Research Association (PERA), Melton Mowbray, Leicestershire. The picture shows (left to right), Mr. Glyn Davis of PERA talking to Mr. David Robinson, managing director of Quinton Hazell Ltd., Mr. Quinton Hazell, chairman of Quinton Hazell (Holdings) Ltd., and Mr. Pemberton, works director of Quinton Hazell Ltd.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, announced on August 18, 1967, that they were reviewing all temporary exemptions from import duty (mainly chemicals) that are due to end on December 30, 1967. Interested parties will wish to know that of the 57 applications for reimposition of import duty published under this review, 39 items will be restored to duty on December 30, 1967, six applications were withdrawn and the temporary exemptions on the remaining 12 applications are being extended to March 7, 1968.

Details of these are as follows:

Tariff heading	Description	Reference
Restorations		
29.01	Cyclopentene	647
29.02	Bromocyclopentane	1777
	3-Bromopentane	3488
	1, 10-Dibromodecane	1978
	aa'-Dibromo-*p*-xylene	5093
	4-Fluorotoluene	3860
29.03	1-Fluoro-3-nitrobenzene	6233
	1-Fluoro-4-nitrobenzene	3859
29.07	2-Benzyl-4-chlorophenol	2535
29.08	2, 2-Di-[4-(2-hydroxypropoxy)phenyl]propane	614
	2-Fluoroanisole	6589
29.14	1, 4-Di(chloroacetoxy)but-2-yne	6380
	Ethyl chloroformate	13039
	Glycerol tributyrate	5576
	17β-Hydroxy-3, 19-dioxoandrost-4-ene benzoate	6713
29.15	Dodecenyl succinic anhydride, mixed isomers	5905
29.17	2-Ethylhexyl sodium sulphate	6846
29.19	Tri-(2-butoxyethyl) phosphate	171
	Tri-(2-ethylhexyl) phosphate	2952
29.22	2-Bromoaniline	1002
	3-Fluoroaniline	3848
29.23	*N*-(2-Hydroxyethyl)diethylenetriamine	630
29.24	*N*-2-Chloroethyltrimethylammonium chloride	6794
29.25	*N*-(3-Chloro-*p*-tolyl)-2-methylvaleramide	6119
29.26	Guanidinium carbonate	6390
	NN'N'-Triphenyl guanidine	6973
29.27	Adiponitrile	617
	4-Fluorobenzonitrile	617
29.31	Dithio-oxamide	1086
29.35	10-(3-[4-(Hydroxyethyl)-1-piperazinyl]propyl)-2-trifluoromethyl-phenoxazine dihydrochloride	696
	6-Nitrobenzimidazole	5566
	9-Vinylcarbazole	6033
29.44	Tylosin	5049
	Tylosin hydrogen tartrate	5050
38.14	Anti-knock preparations, containing not less than 45% by weight and not more than 65% by weight of tetramethyl-lead	1837
69.10	Combined water-closet pans and flushing cisterns, designed also to operate as bidets and equipped with electrically operated washing and drying devices	7113
70.11	Parts of cathode ray tubes, being glass envelopes having a face of a height of not less than 19½ inches and not more than 21 inches and a breadth of not less than 24½ inches and not more than 26 inches	1123
85.25	Porcelain insulators, anti-fog shedded, fired in one piece, with an overall length, with or without metal fittings, of not less than 120 inches and with a diameter measured over the largest weathershed of not less than 31 inches	9236
	Porcelain insulators, anti-fog shedded, fired in one piece, with an overall length of not less than 64½ inches and a minimum diameter over the sheds of not less than 34 inches	9236
Withdrawals		
29.02	1, 4-Dichlorobutane	8849
29.13	Benzoin	13012
29.14	4-Methylvaleric acid	925
29.16	Pyruvic acid which, in the dry state, contains not more than 97% by weight of free acid calculated as pyruvic acid	3396
29.35	Guanine hydrochloride	3352
	Methimazole	6629
Extended to March 7, 1968		
29.06	*iso*Propylcresol, mixed isomers	2623
29.14	Aluminium acetate, basic	3792
	Chloroacetyl chloride	6947
29.26	Guanidinium nitrate	6690
29.35	2-*ert*-Butylamino-4-ethylamino-6-methylthio-1, 3, 5-triazine	6851
	2-Chloro-4, 6-di(diethylamino-1, 3, 5-triazine	630
	2-Chloro-4, 6-di(ethylamino)-1, 3, 5-triazine	630
	2-Chloro-4-ethylamino-6-*iso*propylamino-1, 3, 5-triazine	2439
	OO-Diethyl *O*-4-methyl-2-*iso*propyl-6-pyrimidyl phosphorothioate	9871
	2-(3-Methoxypropylamino)-4-methylthio-6-*iso*propylamino-1, 3, 5-triazine	6901
	2-Methylamino-4-methylthio-6-*iso*propylamino-1, 3, 5-triazine	6109
	2-Methylthio-4, 6-di(*iso*propylamino)-1, 3, 5-triazine	5411

Methods of testing hydrocarbon oils

THE COMMISSIONERS of Customs and Excise have issued revised directions under Section 195(2) of the Customs and Excise Act, 1952. These directions specify methods of testing hydrocarbon oils in order to ascertain their classification according to the definitions laid down in the Customs and Excise Act, 1952 and the Finance Act, 1967.

The directions are contained in Notice No. 180. Copies may be obtained from The Secretaries' Office, Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporay exemptions come into affect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 5, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.47	Sodium tungstate containing not more than 0·0003% by weight of arsenic compounds calculated as As and not more than 0·005% by weight of molybdenum compounds calculated as Mo	Sodium tungstate	December 31, 1968	13096
29.13	2-Hydroxyacetophenone	Ortho hydroxy acetophenone	December 31, 1968	13116

Application for an anti-dumping duty on silicone surfactants

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of an anti-dumping duty on imports of silicone polyether copolymer surface actants (generally known as silicone surfactants) from the United States of America, being polymethylsiloxane polyoxyalkylene block copolymers in which the polyoxyalkylene portion consists of oxyethylene and oxy-1, 2 propylene units in molar proportion between 70:30 and 30:70.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed in writing to the Tariff Division, Board of Trade, Room 555, 1 Victoria Street, London, S.W.1.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address not later than January 12, 1968. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Application for anti-dumping duties on polyvinyl chloride

THE BOARD OF TRADE announced on July 1, 1966, that no case under the Customs Duties (Dumping and Subsidies) Act, 1957, had been established on the application for the imposition of anti-dumping duties on polyvinyl chloride suspension homopolymers.

The position was recently reviewed on representations from the British industry that dumping from Italy was again taking place and causing them material injury.

The Board caused inquiries to be made in Italy early last month and were satisfied, as a result, that while some Italian supplies were being sold in Britain at dumped prices, most were not. Satisfactory assurances regarding future prices of the dumped supplies were subsequently received. The Board of Trade have therefore decided that no further actions is required.

Import of cigars

THE BOARD OF TRADE Import Licensing Branch has issued the following Notice to Importers No. 1207 on Imports of Cigars from the Dollar Area.

The quota for imports of cigars from dollar sources other than Cuba in the calendar year 1968 will be repeated at £50,000 c.i.f. of which not more than £30,000 c.i.f. will be available for hand-made cigars.

Applications for licences from traders who received licences under the corresponding arrangements last year (Notice to Importers No. 1174) should be accompanied by a return of imports in the following form:

'The value of cigars originating in and consigned from the Dollar Area other than Cuba (as defined in paragraph 6 of Notice to Importers No. 1207) which were cleared through Customs by me/us acting on my/our behalf or by a clearing agent on my/our behalf from January 1, 1967 to date was £..... c.i.f.

Firm orders placed for delivery against my/our current licence, but outstanding at this date, total £ ..... c.i.f.

Signed .....

Date ..... Status .....

(Owner, partner, company director or secretary).'

Applications will also be considered from newcomers who can give evidence of an interest in the cigar or tobacco importing trade.

Applications on form ILB/A should reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, not later than January 5, 1968. Page 1 should be completed; on page 2, only the desired value of the licence need be stated; on page 3 *and copies*, only the applicant's name and address and the description of goods (Cigars) should be entered.

All applicants for licences should in addition state in a covering letter the total c.i.f. value required and also how much of their requirement they would wish to use for hand-made cigars.

The Dollar Area, excluding Cuba, comprises: Bolivia, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

The Import Duties (Temporary Exemptions) (No. 9) Order, 1967

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 9) Order, 1967.

This Order provides that the goods listed in Schedule 1, mainly Chemicals, shall be temporarily exempt from import duty until January 1, 1969, unless a shorter period is indicated against any item. Photographic film base of cellulose acetate is partially exempt from import duty until July 4, 1968.

The Order comes into operation on December 30, 1967, and has been published as Statutory Instruments, 1967, No. 1847.

Copies of the Order are obtainable direct from HMSO.

The Import Duty Drawbacks (No. 12) Order, 1967

THE TREASURY has made the Import Duty Drawbacks (No. 12) Order 1967.

This Order extends for a limited period the scope of the existing provisions for the allowance of drawback of import duty on the exportation of certain imported pottery and glassware.

The Order comes into operation on December 30, 1967, and has been published as Statutory Instruments 1967 No. 1835.

Copies are obtainable direct from HMSO.

Convention of Paris for the Protection of Industrial Property

THE TEXT of the Convention of Paris for the Protection of Industrial Property (Cmnd. 3474), as revised at the Stockholm Conference on July 14, 1967, has been published in the Miscellaneous Series (No. 21-1967) and can be obtained from any branch of HMSO, price 3s. 9d., or by post 5d. extra.

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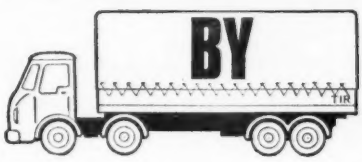

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LEICESTER, LIVERPOOL and MANCHESTER

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

MONDAY, DECEMBER 11

Stansted debate

The Stansted site and third London airport were debated in the House of Lords.

TUESDAY, DECEMBER 12

Air services to Alderney

Asked whether he was aware that British United Airways proposed to withdraw services to Alderney from January 15, 1968; and whether, in view of their failure to notify the Air Transport Licensing Board of this proposal, he would make provision by regulation under section 5(*d*) of the Civil Aviation (Licensing) Act, 1960 for representations to be made to him regarding the fitness of this company to operate other air services to the Channel Islands, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied: 'The Board of Trade and the Home Office are in close touch with the Channel Islands authorities on this matter. I understand that the continuation of the Alderney service is still a possibility. I should point out that there is no requirement on an operator to inform the Air Transport Licensing Board in advance of his intention to discontinue a service, nor is there any power to compel an operator to maintain a service'.

Imports of meat from Argentina

Replying to a request to the Minister of Agriculture, Fisheries and Food to estimate the effect of banning meat imports from Argentina on the reduction of the imbalance of trade with that country, Mr. Mallalieu said that it was not possible to estimate reliably the effect on the trade balance with Argentina of the temporary ban on imports of meat.

Board of Trade factories in Wales

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, answering a Member's question, stated that the number of Board of Trade factories at present tenanted in Wales was 322; the total rentals per annum received amounted to approximately £1 million.

Factories in the Scottish coalfield

Replying to a question asking on what areas of the Scottish coalfield 55 firms since the beginning of 1965 had decided to set up factories; and when the factories were expected to be fully manned, Mr. Anthony Crosland, President of the Board of Trade, said:

'The employment exchange areas and groups in which, since the beginning of 1965, 55 firms have decided to set up factories in the Scottish coalfield are set out below. Forty of the factories have already commenced production, while the remaining schemes are at earlier stages. In view of the varying length of time which factories take to build up their full labour force it is not possible to say when the 55 schemes will be fully manned.

Glasgow Group; North Lanarkshire Group (including Shotts); Dalry; Kilbirnie; Ayr; Troon; Cumnock; Bathgate; Broxburn; East and West Calder; Cowdenbeath; Inverkeithing; Dunfermline; Burntisland; Kirkcaldy; Glenrothes; Leven; Girvan; Sanquhar'.

WEDNESDAY, DECEMBER 13

Devaluation and exports

The President was asked what guidance and advice had been given by his department to export departments of the nationalized industries since devaluation; and if he would make a statement.

Mr. Anthony Crosland, President of the Board of Trade, replied:

'In my speech in the House on November 21 and in subsequent discussions with industry, I have made it clear that the Government looks to British exporters, whether in the public or the private sector, to reap the maximum advantage from the opportunities presented to them by devaluation for increasing their foreign exchange earnings. How they can best do this will differ from product to product and from market to market. Many factors – such as dependence on imported material, the state of the international market, profit margins, spare capacity and the maintenance of goodwill abroad – will affect the decisions taken by any individual enterprise on the pricing policy they will find most advantageous to adopt.'

Another Member asked what measures she intended to take to avoid other countries erecting tariff barriers to offset the devaluation advantage to British exporters.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said: 'I am sure that our trading partners will abide by their international obligations in this matter.'

On textiles a Member asked what estimate he had made of the prospects of the textile industry as a result of devaluation.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said: 'I am confident that devaluation should increase exports and reduce imports of textiles and encourage the greater use of domestically produced fibres. The Board of Trade are discussing the detailed effects with the industry.'

Mr. Mallaleiu also answered a question on what estimate he had made of the effect of devaluation upon the shirt industry; and if he would make a statement.

He replied: 'I have not made a precise estimate, but devaluation should help the industry with exports, and strengthen its competitive position in relation to imports.'

Another questioner asked if he would seek to publish more details of the levels of import prices.

Mr. George Darling, Minister of State, Board of Trade, replied: 'Each month index numbers are published in the *Board of Trade Journal*, comparing present levels with those of past periods, of the wholesale prices of 23 commodities which are wholly or mainly imported into the United Kingdom, and of the unit value of imports, in total and for four broad groups of commodities. Fuller information about the latest commodity price changes is available from published market reports.'

Textile industry

Asked if he would set out the trade and firm interests of the eight persons on the Textile Council as representing the interests of persons carrying on business in the industry, Mr. Mallalieu said:

'The trade interests of individual members of the council cover a wide field. I have set out below their firms and the positions they hold as officers of trade associations.

'Dr E B. Abbott – chairman, ICI Fibres Ltd.; Mr. C. H. Colton – chairman, British Celanese Ltd., chairman, British Man-Made Fibres Federation, vice-chairman, Silk & Man-Made Fibre Users' Association; Mr. R. Cullen – chairman, Calico Printers' Association Ltd.; Mr. A. I. Frymann – director, Frymann & Fletcher Ltd., vice-president, Silk & Man-Made Fibre Users' Association; Mr. J. M. H. Grey, TD – director, Nairn & Williamson, chairman. United Kingdom Textile Manufacturers' Association; Sir C. E. Harrison – chairman, English Sewing Cotton Co. Ltd.; Mr. G. H. K. Rae – director, Glazebrook, Steel & Co. Ltd.; Mr. W. T. Winterbottom, CBE – chairman, Courtaulds Northern Textile Spinning Division. director, Courtaulds Ltd.'

Still on the subject of the Textile Council a member asked when he expected to receive the Report of the Textile Council in regard to productivity and efficiency in the industry.

Mr. Mallalieu replied: 'I hope to have a progress report from the council early in the New Year and the final report in the later part of the year.'

On the same subject a Member asked if he would indicate the extent and/or identity of the important textile interests which had chosen to remain independent of the activities of the Textile Council.

Mr. Mallalieu replied: 'Following consultation with the textile industry, the Textile Council was established to cover the Man-Made Fibre, Cotton and Silk Industries of Great Britain as defined in Schedule I of the Cotton Industry Development Council (Amendment No. 6) Order 1966. It does not cover the textile and clothing industries of Northern Ireland, nor does it cover the wool, jute, flax, hemp, hosiery, lace, narrow fabrics, carpet and clothing industries of Great Britain.

Another Member asked if the Textile Study Group to visit European countries had been constituted; when the study would commence; and when he expected to receive their Report.

Mr. Mallalieu said: 'I have decided after consulting the Textile Council not to pursue this proposal for the time being.'

Advance factories unoccupied in the northern region

Asked how many advance factories were standing unoccupied in the northern region at the nearest convenient date, Mrs. Dunwoody replied, 'Seven. Interest has been expressed in three of the factories, but so far no firm application has been received.'

Factory building in Sunderland

Answering a question as to what action she was taking regarding the provision of land for factory building in Sunderland with regard to the sites at Pennywell and Silksworth, Mrs. Dunwoody said that the Board of Trade were now considering the acquisition of land at Pennywell. There were no plans to buy land at Silksworth.

Airline liability

Asked what action he had taken, or proposed to take, regarding airline liability having regard to the case of Lisi versus Alitalia in the United States, Mr. Malalieu replied that the Supreme Court of the United States had agreed to review this case and had given leave for HM Government to file a brief as *amicus curiae*. Counsel had been instructed and the Supreme Court's decision was now awaited.

National exhibition centre

Replying to a question on what progress he was making in finding a site for a national exhibition centre, Mr. Darling said that a committee under the chairmanship of the Minister of State, Lord Brown, comprising representatives of commercial and industrial bodies, the Greater London Council, and interested Government departments, was actively examining posibilities in the London area. It should be shortly in a position to make recommendations.

Percentage of GNP exported

A Member asked what percentage of the gross national product was exported in each of the last five years; and what were the comparable figures available from international sources for the United States of America, Canada, France, Germany, Italy, Belgium, Holland, Sweden and Japan.

Mrs. Dunwoody gave the following information:

Exports of Goods and services as a percentage of gross national product at current market prices.

Country	1962	1963	1964	1965	1966
United Kingdom	19	19	18	18	18
United States	5	5	5	5	5
Canada	20	20	21	21	n.a.
France	14	14	14	14	15
German Federal Republic	19	19	20	20	21
Italy	15	15	16	17	18
Belgium	34	34	36	36	36
Netherlands	47	46	45	45	44
Sweden	25	25	24	24	24
Japan	10	10	10	11	12

n.a. = Not available.

NOTE:
The figures include the import content of exports. Excluding this, the proportion for the United Kingdom was 15 per cent in 1963.

SOURCES:
United Kingdom: Returns made to the United Nations and OECD.
Other countries: 1962-63, *OECD National Accounts Statistics* 1956-65. Tables 1 and 11 for each country. 1964-66, *U.N. Monthly Bulletin of Statistics*, November, 1967, Table 62.

Importing films and television programmes

Mrs. Dunwoody, replying to a Member's question, said that the annual cost in 1965 and 1966 of importing United States films and television programmes was about £18 million. She did not think that it would be in the general interest to add to the present restrictions on the foreign content of film and television programmes.

Imports of alarm clocks

Asked what was the number and value of alarm clocks which had been imported in each of the past 10 years; and what was the number and value of those which came from Eastern European countries, Mr. Darling gave the following information:

	Total		From Eastern Europe (b)	
	Thousand	£'000 c.i.f.	Thousand	£'000 c.i.f.
1957.	620	414	36	10
1958.	657	439	23	6
1959.	690	442	67	19
1960.	1,205	826	90	24
1961.	1,379	1,009	123	36
1962.	1,196	799	207	59
1963 (c)	1,357	878	309	84
1964.	1,840	1,169	422	119
1965.	1,819	1,211	393	120
1966.	1,998	1,238	425	122

(a) Electric alarm clocks are not separately distinguished in the import statistics.
(b) Soviet Union, Poland, Eastern Germany, Hungary and Czechoslovakia.
(c) The coverage of the figures for the years prior to 1963 differs slightly from that of the years from 1963 onwards.

BOT advisory committee recommendations

Eight hundred and seventy four applications were recommended by the Board of Trade Advisory Committee in the past six months, said Mrs. Dunwoody, answering a Member's question. 261 were for the northern region.

Industrial building in Gateshead

In reply to two questions, Mrs. Dunwoody gave the estimated additional employment to be provided in new industrial building completed from 1951 to 1967 inclusive in the Gateshead employment exchange area and in the northern region is given in the following table:

Industrial building completed for manufacturing industry (1) Estimated additional employment (2)

	Northern Region		Gateshead Employment (3) Exchange Area (included in figures for the Northern Region)	
	Males	Total	Males	Total
1951.	3,030	4,170	55	70
1952.	2,190	3,660	160	170
1953.	4,530	5,380	660	710
1954.	7,150	9,240	270	380
1955.	6,670	9,190	470	580
1956.	3,060	5,950	80	150
1957.	3,580	4,710	100	100
1958.	2,820	3,420	220	260
1959.	2,280	3,970	290	400
1960.	1,640	2,620	80	120
1961.	5,280	7,100	230	300
1962.	4,280	6,520	250 (4)	350
1963.	3,160	5,250		
1964.	4,590	8,350	600	1,390
1965.	9,070	14,150	230	240
1966.	10,490	14,800	2,410	2,510
1967 (5)	2,900	4,360	360	520

(1) New buildings and extensions, over 5,000 sq. ft., for which industrial development certificates were issued.
(2) Employment expected to arise when projects are fully manned, as estimated by the applicants for the certificates at time of application.
(3) Gateshead C.B. (wholly), Whickham U.D.C. (mainly), and a part of Chester-le-Street R.D.C.
(4) Owing to the risk of disclosure of individual schemes, separate figures cannot be given for Gateshead in the years 1962 and 1963.
(5) Figures for 1967 are incomplete.

A Member also asked what was the area of industrial building in Gateshead for which industrial development certificates were issued in the years 1961 to 1967, respectively. Mrs. Dunwoody gave the following information:

	Gateshead Employment Exchange Area*	
	Number of schemes	Area (Th. sq. ft.)
1961.	7	378
1962 †	7	205
1963 †		
1964.	8	216
1965.	13	509
1966.	10	218
1967 (Jan.-Sept.)	5	97

* Including Gateshead C.B. (wholly), Whickham U.D.C. (mainly) and a part of Chester-le-Street R.D.C.
† The figures for these years are combined to avoid disclosure of information about individual schemes.

THURSDAY, DECEMBER 14

Monthly trade returns

In reply to a request to reconsider the method of presenting the monthly trade returns with a view to giving a fuller and more comprehensible picture, Mr. Mallalieu said: 'The preliminary trade figures issued each month are of necessity in summary form, as they are compiled immediately after the receipt of the basic information from Customs and Excise. The commentary published with them is intended to set the figures in perspective and to indicate the main trends. Detailed information is published in the Monthly Overseas Trade Accounts, and quarterly articles in the *Board of Trade Journal* examine in more detail the developments and trends shown by the statistics.'

Retail timber prices

Asked if he would refer to the National Board for Prices and Incomes the 20 per cent increases in retail timber prices which were being made on the grounds that devaluation made such increases necessary to pay for stock replacements, Mr. Darling replied: No. Timber is being continuously imported and it is not customary for stocks to be held for long periods. It is, therefore, normal practice in the timber trade for stocks to be sold at replacement prices which may be higher or lower. My information is that in general timber prices have not increased as much as my hon. Friend suggests.'

Trade with Cuba

Answering a Member's question on what plans he had for expanding trade with Cuba in 1968, Mr. Darling said that except for restrictions on the export of strategic goods the level of our trade with Cuba was determined by commercial considerations and the usual facilities were available to British exporters.

'Ben Arthur'

A Member asked if the Secretary of State for Scotland was aware of the disaster which overtook the Aberdeen trawler 'Ben Arthur' off the Shetland Island of Bressay on or about December 10; and what efforts he proposed to release her from the rocks there where she was still fixed and to save her crew and cargo. Mr. Mallalieu said: 'I have been asked to reply. I understand that the 'Ben Arthur' was towed off the rocks at 0830 hours on December 14.'

Export of arms to South Africa

The President was asked on what grounds he refused an export licence to Mr. Herbert Edwards of Brandon, Suffolk, the only master flint knapper in Great Britain, who had orders for gun flints for South African flintlock muzzle loaders. He was also asked if he would rescind his ban on the sale to South Africa of flints for muzzle-loading flintlock guns.

Mr. Crosland replied that Mr. Edwards had been told that a licence, if applied for would be refused, and the general ban was enforced, in conformity with the Government's announced policy on the export of arms to South Africa.

FRIDAY, DECEMBER 15

Investment grants

Mr. Darling was asked the amount of investment grants outstanding in respect of claims made for periods under which payments were due; if he would estimate the amounts unclaimed through firms failing to make application; if he would give comparative figures adjusted for variation of rates of the original cost of the scheme, the actual cost and the projected cost; and if he would make a statement on the general working of the scheme to date. He answered: 'The cost of investment grants in 1967 was expected to be about £200 million. This figure still stands. It relates to expenditure incurred by industry during 1966. It is not affected by the temporary increase in the rates of grant, but allows for the acceleration of payments. By December 1, 1967, 65,548 applications had been received representing expenditure of £1,027,852,000, 54,642 applications had been cleared and grants paid to the value of £188,977,000, £95,576,000 of this being to firms in Development Areas. Applications for 1966 are still coming in and I estimate that there is approximately £200 million of eligible expenditure on which claims may yet be made. I cannot, however, give a figure of the value of grants which will be paid on claims that have yet to be made and examined.'

Aviation and Shipping

Pay & Productivity Agreement for Civil Air Transport

MR. ANTHONY CROSLAND, President of the Board of Trade, speaking at the lunch of the National Joint Council for Civil Air Transport on December 14, said:

'The National Joint Council has put in a lot of hard work – and imagination – in the negotiations which have led up to the new three-year Pay and Productivity Agreement for Civil Air Transport. I am glad to say that I have today signed a letter to you, Mr. Chairman, which I have just handed to you about this agreement. Having discussed this with my colleagues in the Government, we have approved the implementations of the first stage of the Agreement in respect of the first tier. This means that we shall not be referring the agreement to the Prices and Incomes Board for the time being. We consider, however, that this first stage of the agreement, which we have approved, should be implemented from a common date to be negotiated, but which should not be earlier than January 1, 1968. I hope that you will find the means quickly to agree on a date for it to come into effect.

'Let me stress the importance which we in the Government attach to the increased labour productivity which the agreement is designed to yield. We have made something of an act of faith, so far as the first year is concerned. But we are also, in effect putting the parties to the test for the rest of the agreement, and I hope that you will demonstrate that the aspirations underlying the agreement will be handsomely fulfilled. Meanwhile, the Government must keep an open mind as to whether it will be necessary to refer the second and third years, and the second tier, to the Prices and Incomes Beoard before they are implemented.

'If, as we all hope will be the case, the objectives of increased productivity are achieved for the first year, this will be a very important contribution to the industry and to everyone in it – a contribution which is all the more vital in the difficult times which the industry is now going through.'

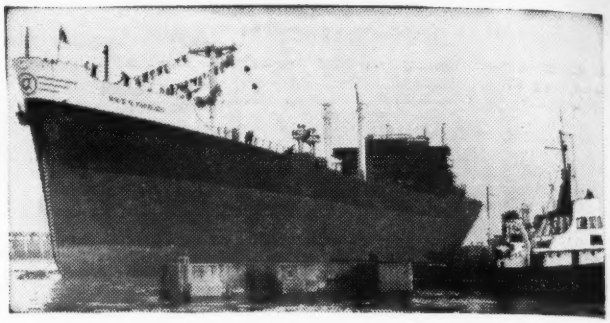
Notes:

The NJC agreement was for 'across the board' wage increase of 4 per cent, 4½ per cent and 4½ per cent over a three year period. The agreement applies to its members, the two nationalized corporations and some small independent operators and the civil aviation unions (with the notable exception of BALPA who recently withdrew). It will be followed by similar agreements between the remaining independent unions.

The basis for the agreement was increased productivity and the first tier was based on the team concept relating to increased productivity in the industry generally. The second tier related to strictly limited wage increases for individual groups (i.e. porters) on attaining additional increases in productivity.

BEA re-equipment

IN A STATEMENT made in Parliament on December 15, Mr. Anthony Crosland, President of the Board of Trade, said: 'The House will be aware that the Government has been considering a proposal from BEA that they should be authorized to purchase 30 or more BAC 2-11 aircraft. To develop the BAC 2-11, and its engine, might cost the Exchequer as much as £120 million, and there is no certainty that there would be sufficient sales of the aircraft to justify the investment of so large a sum. In these circumstances, and in the light of the urgent need to limit new public expenditure at the present time, the Government has decided that it cannot support the development of the BAC 2-11. We have, however, indicated to BEA that we are prepared to meet a share of the launching costs of the Hawker Siddeley Trident 3B and to approve the purchase of that aircraft by the Corporation should they so decide.'



The first SD.14 Liberty-replacement ship was launched at Sunderland on December 1 by Bartram & Sons Ltd. Named the 'Mimis N. Papalios', the vessel is for the Aegis Shipping Company, of Piraeus. Construction techniques employed include computerized network analysis control systems, and it is expected that the ship will be delivered a month ahead of schedule. Designed by Austin & Pickersgill Ltd., Sunderland, the S.D.14 is a 'no frills workhorse', offering reliable, low-cost operation and maintenance. The ship has a deadweight capacity of 14,200 tons, and the SD.14 design has already attracted considerable interest in the Liberty replacement market.

Civil servant awarded £500 for air traffic 'suggestion'

A CHEQUE for £500 has been presented to Mr. Kenneth Lockhart Richardson, of Stanwell, Middlesex, in recognition of his suggestion which has led to improvements in the performance of radar displays used by air traffic controllers.

Mr. Richardson is a technical systems supervisor in the Board of Trade's National Air Traffic Control Service. He works at the London Air Traffic Control Centre, Heathrow Airport, London, but travelled up to Board of Trade headquarters at Westminster on December 19 to receive his cheque from Mr. J. P. W. Mallalieu, Minister of State, Board of Trade.

The device evolved by Mr. Richardson is now known as Selective Moving Target Indicator (SMTI). It consists of an opaque negative which is incorporated into the video map system. It makes the air traffic controllers' task easier by minimizing the problem of fading, when in certain circumstances the aircraft echo can disappear from the radar display, and also by producing a more positive identification of aircraft. The detailed specification was prepared by Mr. Richardson and the design and development was carried out by Solartron Ltd.

The Committtee on Awards to Inventors considered that Mr. Richardson had provided an elegant solution to a long standing problem and had made a significant contribution to safety.

The Board of Trade has requested Solartron to incorporate SMTI into five long range radars at Ash (Kent), Ventnor (Isle of Wight), Clee Hill (Shropshire) and East and West Harrow on a trial basis and it will probably be incorporated in radars at 10 civil airports.

Licensing Board decisions on Palma and Gerona air fares

THE BOARD OF TRADE have allowed appeals by British European Airways against the tariff provisions prescribed by the Air Transport Licensing Board for winter holidays of eight days or less in Palma and Gerona under air service licences granted to British Eagle Aviation Ltd., British United Airways (Services) Ltd., Laker Airways Ltd., Britannia Airways Ltd., Dan-Air Services Ltd., and Channel Airways Ltd. The tariff provisions concerned would have produced minimum fares of £26 (Palma) and £23 1s. (Gerona), but the Board of Trade have ordered that the licences shall be varied so as to provide for minimum fares of £32 8s. and £28 4s. respectively.

The Board of Trade decision, as regards the services to Palma, is in accordance with the recommendations of Sir Arthur Hutchinson, KBE, CB, CVO, the Commissioner appointed to hear the appeals, but they did not accept his recommendations regarding the services to Gerona. The tariff provision recommended by the Commissioner for that centre would have produced a minimum fare between November 1 and March 31, of £43 16s. and the

Board of Trade considered that such a fare would have been inappropriate and anomalous.

Copies of the Commissioner's report to the Board of Trade and of the Board's order are available on request from the Board of Trade (Branch AGP.2), Shell Mex House, Strand, London, W.C.2.

m.v. Juniper and m.v. Isle of Gigha

OFFICIAL REPORTS of the Formal Investigation into the losses of the m.v. Juniper and the m.v. Isle of Gigha were published on December 19 and December 21 respectively.

Reference document for metric change published by BSI

WITH BRITISH industry now deeply involved in the planning stages of the metric changeover – and awaiting publication in the Spring of the Engineering sector timetable – the British Standards Institution is constantly facing the question: 'what is the latest position regarding the preparation of metric standards?'

This question has now been answered by BSI with the publication of *PD* 6286: *Metric standards published and in progress.* It pinpoints those British Standards already published in metric terms, those independent of any system of units and those now being revised in the metric system. The new PD is thus a valuable aide-memoire and reference document for all those who will be responsible for implementing the change and will complement the general information in BSI's recent publication, PD 6245: Going Metric – first stages.

PD 6286 is obtainable from BSI Sales Office, Newton House, 110 Pentonville Road, London, N.1 Price 10s. (postage 9d).

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page* 1588 *of this issue.*)

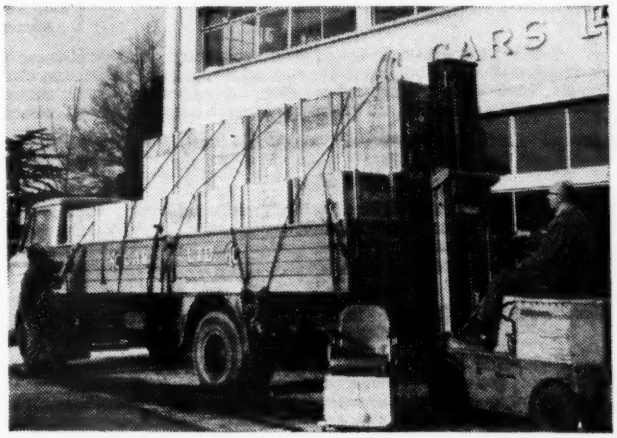
British commercial representatives overseas: amendments

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* on December 8, 1967, should be amended as follows:

ADEN – **delete** entire entry.

URUGUAY – **delete** Mr. C. W. Wallace and
substitute Mr. I. Ross-Bell.

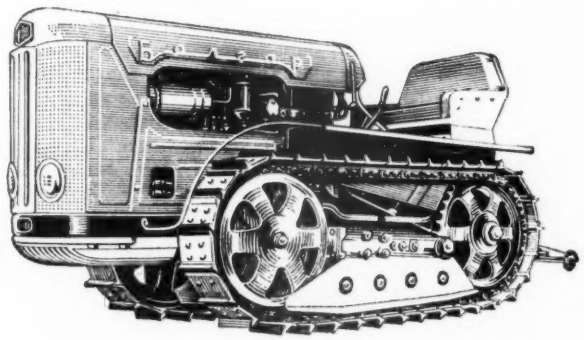
YUGOSLAVIA – **amend** telephone number of British Embassy, Belgrade, to read '645.055'.



Quantity exports to Sweden of the EPIC electrically powered invalid chair, manufactured by the General Engineering Division of AC Cars. Ltd., Thames Ditton, Surrey, are expected to follow initial orders for 35 *of these chairs valued at* £3,500 *by H. E. Adamson, AB, of Gottenburg. The Swedish Company are leading suppliers of hospital equipment and have* 72 *branches throughout Sweden. The picture shows the loading of the EPIC invalid chairs at Thames Ditton.*

CRAWLER VINEYARD TRACTOR "BOLGAR TL30A"

Multi-purpose, manœuvrable, with small overall dimensions, modern design, easy to control, wide range of gears.



COMPLETE WITH:

Universal vineyard machine—performing 8 basic agricultural works.

Hoes—0,76 m, 1,10 m, and rotary side-type.

Disc harrow.

Fan sprayer "Perla".

Hole digger.

Platform for carrying out grapes.

Bulldozer device.

It is widely applied in fruit-growing, citrus, sugar-cane plantations, vegetable gardens, rose, tobacco fields, construction sites, etc.

It was awarded a gold medal at the Moscow Exhibition 1966 and the Plovdiv Fair 1966.

Agromachinaimpex

EXPORTER: SCE "AGROMACHINAIMPEX" Sofia–Bulgaria' 5 Aksakov Str.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Jan. 9, 10 & 11	**Miscellaneous stores, including:**	**The Lido Ballroom, Worthy Lane, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).**

Clothing and textiles including greatcoats; vests; drawers; blouses; berets; jumpers; jackets; trousers; coir and hair mattresses; carpets, etc.; furniture including steel wardrobes, cupboards and lockers; stacking chairs; easy chairs, etc.; MT spares; various paints, primers and varnishes; refrigerating units and spares; water pumps; steam boilers; electrical equipment; welding electrodes; ships lanterns; binoculars; watches; monoculars; wall clocks; cameras and photographic equipment; old rubber tyres; and a large selection of other stores.

Jan. 18	**Miscellaneous stores and machinery, including:**	**Sale held at Auctioneers' Premises**	**Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292).**

Coke crushing and riddling machine; sand conditioning plants; portable air conditioners; hand operated winch; mobile jib crane; mobile plant shifters; binoculars; miscellaneous photographic equipment; electrical equipment and electric cable; MT spares including jacks and scrap batteries; steel chests (with keys); wooden boxes; miscellaneous clothing and textiles including shoes, jerkins, carpets, rugs, mixed rags, old bunting, sails, cork, various bags, 4-tons old tentage, 14-tons old rubber; furniture including wardrobes, chairs, tables, bedside chairs, arm chairs, lockers, etc.; and a large assortment of other miscellaneous stores.

Jan. 23-24	**Machine tools, industrial equipment and miscellaneous stores, including:**	**Northern Command Ordnance Sub-Depot, Barlow, nr. Leeds, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel. 053-2-20898).**

Lathes; grinding machines; drilling machines; compressors; generating and charging sets; pumping sets; MT assemblies, spares and equipment; lifting equipment; gravity roller conveyors; garage equipment; welding plant; industrial trucks; electric cable; electrical, wireless and signal equipment; pneumatic tools; hand tools and tool kits; fire fighting equipment; petrol engines; paint; wood packing cases and crates; forges; de-greasing plant; testing equipment; binoculars; compasses; projectors; recorders; domestic boilers; sinks; taps; water storage cisterns; conduit; roofing felt; household equipment; textiles including, tents; canvas; blankets; carpets; rugs; curtains; mattresses; groundsheets; webbing; kit bags; packs; haversacks; shelters; rope; rags; camp equipment; sheets; suitcases; clothing including vests; drawers; greatcoats; battle dress; raincoats; shirts; jerseys; cap comforters; ties, etc.; household and office furniture including, chairs; tables; wardrobes; dressing chests; lockers; beds, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Jan. 2	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212, 3/4).

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate.
Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
J. W. Stoodley.

South Western Region
The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
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H. E. Jones, C.B.E.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1966															
1st quarter	131	134	166	155	130	110	160	135	165	180	154	+ 77	+ 53	+ 4	+19
2nd quarter	130	133	160	157	129	110	161	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	130	134	160	157	127	109	163	132	165	182	166	+ 96	+ 84	+25	—15
4th quarter	132	132	162	158	127	109	162	130	159	186	169	— 23	— 13	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	165	190	173	+ 48	+ 3	—10	+14
2nd quarter	132	133	166	162	129	109	174	127	178	199	185	+ 39	+ 4	—13	+14
3rd quarter		133*				111		122*	169*				— 42*	—30*	—20
1967															
April		133				109									
May		132				108									
June		133				110									
July		134*				110									
August		133*				111									
September		132*				111									
October						112									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousand			1958	1958	series shown in £ million
Value in base year, £m.	..	..			—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—302
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 30
2nd quarter	148	108	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—125
3rd quarter	148*	100*	139·8	+1·7	110·6	134·7	177·0	555	158		162	157	
1967													
April	148	106	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108	140·9	+2·4	109·6	133·5	173·3	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3	134·4	176·4	543	155		157	163	
August	146*	101*	139·7	+1·4	110·8	134·7	176·9	559	155		162	155	
September	148*	100*	139·6	+1·5	111·6	134·9	177·8	563	165		166	150	
October		104*	140·6	+2·0	111·6*	135·3*	177·8	541	176		163	125	
November			141·5	+1·9	114·9*	135·5*		536	181		180*	125*	

*Provisional. †Not seasonally adjusted.

United Kingdom trade in November

THE DOCK STRIKES at Liverpool and London again severely affected the trade figures recorded for November and it continues to be impossible to make any reliable assessment of current trends. Exports were affected to a greaetr extent than imports; and the clearing of arrears accummulated during the strike showed itself first in imports, as it has done on similar occasions in the past.

The figure for the value of exports covers documents reaching the Customs Statistical Office between October 26 and November 24. There is always some delay between the shipment of goods and the receipt of documents; in a normal month only about half the goods exported have their documents received within 12 days of shipment. The November figure has, therefore, been heavily influenced by the dock strikes. When the dockers returned to work at Liverpool on October 30, a significant part of the period covered by the November export figure had already passed, and the tonnage of ships cleared with cargo in the following two weeks was slow to recover. The partial stoppage in London lasted until November 27, after recording of the November export total ceased; shipping clearances were well below normal levels.

Table 1A. United Kingdom Trade

Seasonally adjusted values. £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft, etc.	Re-exports f.o.b.	Visible trade balance‡
1964	368	475		13	— 45
1965	394	479		14	— 22
1966	420	496		16	— 9
1965 1st quarter	384	457		13	— 12
2nd quarter	381	484		13	— 41
3rd quarter	399	487		15	— 25
4th quarter	412	489		16	— 11
1966 1st quarter	416	507		16	— 24
2nd quarter	395	495		16	— 34
3rd quarter	426	513		16	— 20
4th quarter	444	470	470	17	+ 41
1967 1st quarter	450	524	523	15	— 8
2nd quarter	434	535	530	15	— 38
3rd quarter	425	516	512	16	— 20‡
June	418	524	521	14	— 41‡
July	442	502	498	16	+ 8‡
August	419	519	515	16	— 23‡
September	406	531	528	16	— 45‡
October	338‡	519‡	515‡	15	—107*
November*	340	575	570	14	—153*
June-August	426	515	511	15	— 18‡
September-November*	361	542	538	15	—101*

† Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
* Provisional estimates.
‡ Revised estimates.

Table 1B.

Recorded Values. £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·0
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
September	375·0	511·0	14·7
October	337·5‡	526·1‡	14·9
November*	373·1	598·3	14·8

* Provisional estimates.
‡ Revised estimates.

The figure for imports by value increased sharply in November. Two factors contributed to this. First, the figure relates to documents filed at the ports with customs in the calendar month of November and therefore includes a substantial part of the goods which had been held up at Liverpool and also some goods delayed in London. In addition, the value of all imports invoiced in foreign currencies and recorded after November 18 has been converted to £ sterling at the new rate of exchange. This latter factor alone might perhaps account for some £15-£20 million of the increase.

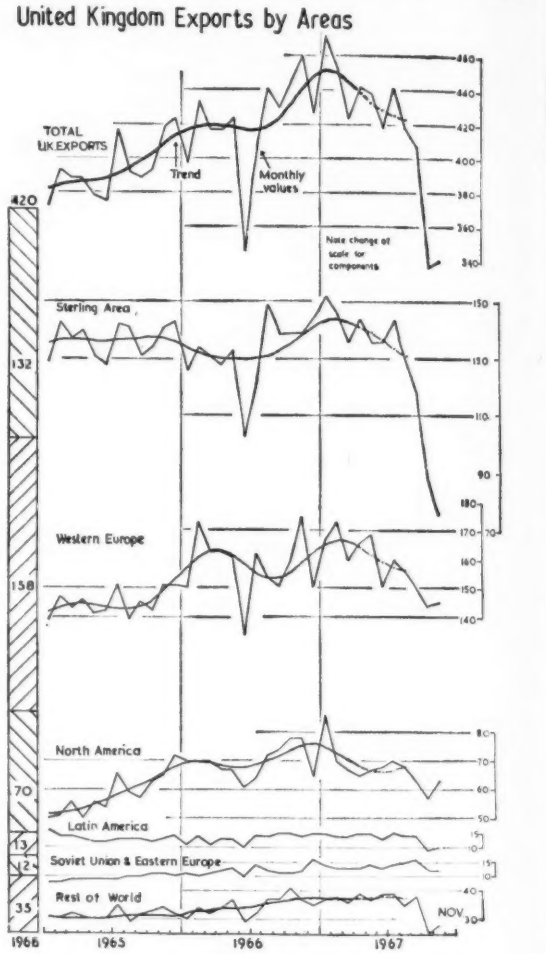


Table 2. United Kingdom exports: areas†

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Total	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1966 Year	420	132	158	80	62	70	13	12	35
4th qtr.	444	140	161	82	63	73	15	13	38
1967 1st qtr.	450	145	167	82	67	75	14	13	37
2nd qtr.	434	139	162	81	65	66	14	14	38
3rd qtr.	425	131	156	78	62	67	14	15	38
September	406	118	150	76	60	63	14	16	38
October	338	88	144	75	56	57	9	14	25
Nov.*	340	76	145	75	57	63	10	12	28
June-Aug.	426	136	156	77	62	68	14	14	38
Sep.-Nov*	361	94	146	75	58	61	11	14	30

* Provisional estimates.
† Burma is included with the 'Rest of the World' and from January, 1966, figures for Rhodesia have been excluded from the sterling area and included with those for the 'Rest of the World'.

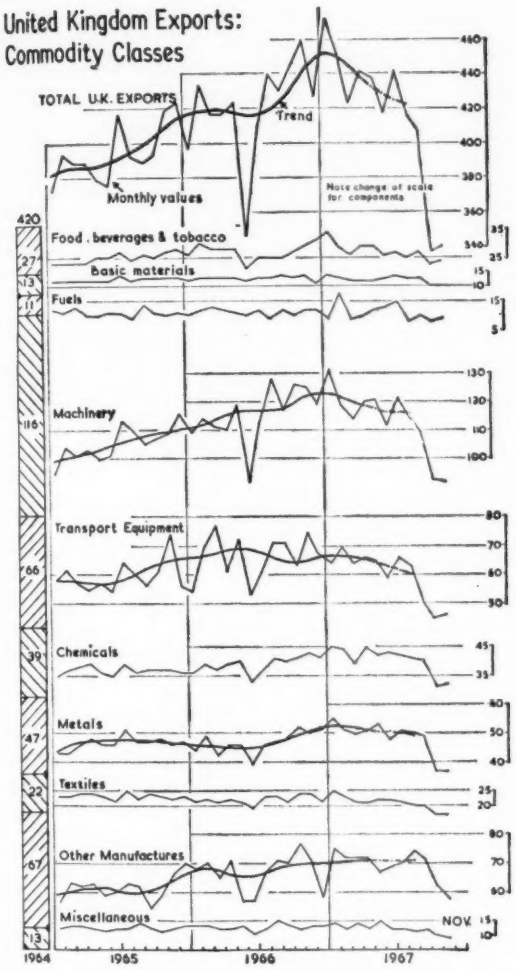
Visible trade balance

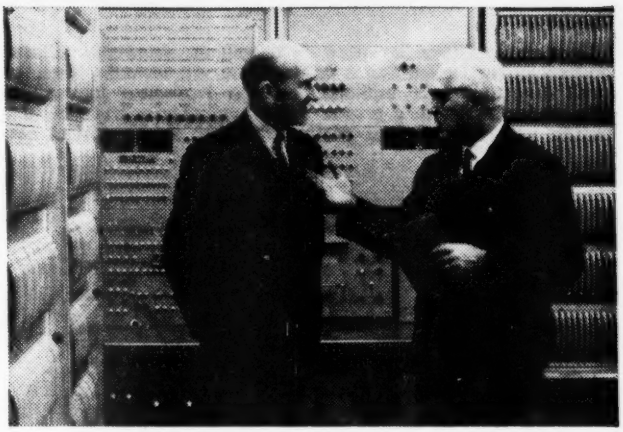
The visible trade deficit in November was £153 million seasonally adjusted (excluding United States military aircraft).

Exports

Exports in November were £340 million, seasonally adjusted. In the period June to August, the last three months before the strikes, they averaged £426 million.

The reduced rate of exports in November continued to be most pronounced in deliveries to countries outside Europe, and in particular to the sterling area.





A total of £1 million computer exports is being shipped to Czechoslovakia by English Electric during December. The first of the three machines involved, an Elliott 4130 for the Czech National Research Institute for Computer Techniques and Automation (UVTA), is now on its way. It will be followed shortly by a KDF 7 computer for the Nova Hut Klementa Gottwalda steelworks and a Leo 326 for the Czech Board of Social Security (SUSZ). The picture shows Mr. Jiri Tesar (left), vice-president of SUSZ and Dr. Vladimir Prasil, the Board's Director of Central Computing Services, with their Leo 326 awaiting shipment at English Electric Computers' Acton works. The Board will use the computer to keep social security details of approximately 10 million workers, and it will provide a vast amount of statistical data for employers, government departments and postal offices.

GATT INTERNATIONAL TRADE CENTRE

Established in Geneva three years ago the GATT International Trade Centre helps developing countries through the training of their officials in export promotion, advice on the setting up of export promotion units, and by means of surveys of the markets of developed countries. This help is available to all developing countries, whether GATT members or not.

The Board of Trade maintains a liaison service through which the Centre's activities in the United Kingdom are facilitated. Information about the Centre can be obtained from the United Kingdom Liaison Officer, Mr. G. W. Wilcock, at Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1966 Year	420	27	13	11	356	182	116	48	18	39	47	22	67	13
4th quarter	444	29	13	11	377	193	124	48	20	42	51	23	69	13
1967 1st quarter	450	30	13	12	381	190	121	51	16	43	52	23	73	14
2nd quarter	434	28	13	12	366	181	119	47	17	44	51	22	69	13
3rd quarter	425	26	14	11	359	175	115	42	18	41	51	20	72	12
September	406	27	13	10	340	159	109	35	16	40	49	20	71	12
October	338	23	10	8	288	142	93	34	11	31	37	17	62	10
November*	340	24	10	9	284	141	92	31	17	32	37	17	58	9
June-August	426	26	13	12	361	177	116	45	18	42	50	21	71	12
Sept.-Nov.*	361	25	11	9	304	147	98	33	15	34	41	18	64	10

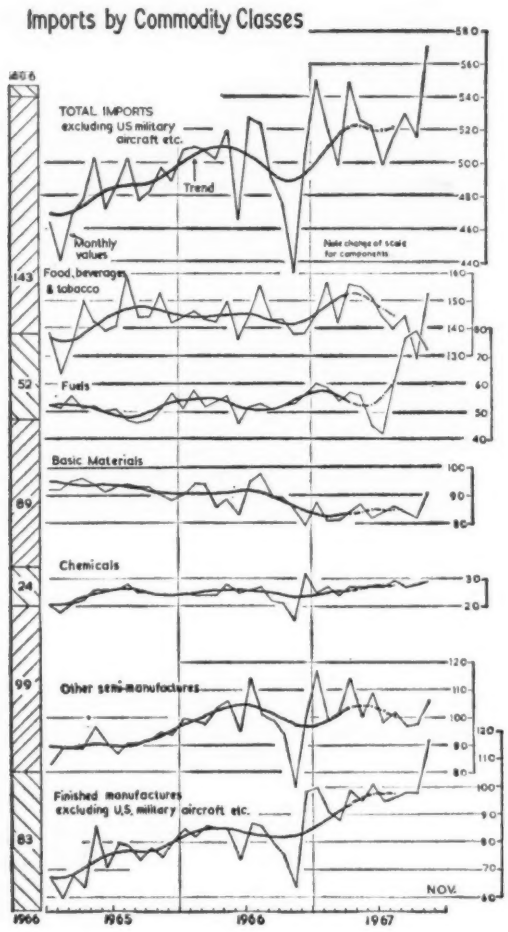
* Provisional estimates.

(*Continued on next page*)

Imports

Imports in November were £570 million, seasonally adjusted, and excluding United States military aircraft; including these aircraft they were £575 million. The high November figures were attributable partly to a greater volume, as arrears from the dock strikes were cleared, and partly to higher sterling prices after November 18 for goods invoiced in foreign currencies to which a new exchange rate applied.

Over the last three months imports averaged £538 million, compared with £511 million in the period June-August. The whole of this increase was accounted for by fuel imports, the value of which increased from £49 million to £76 million a month; not only did arrivals of oil recover but landed prices were sharply higher. There was little change in the total of other imports between June-August and September-November.



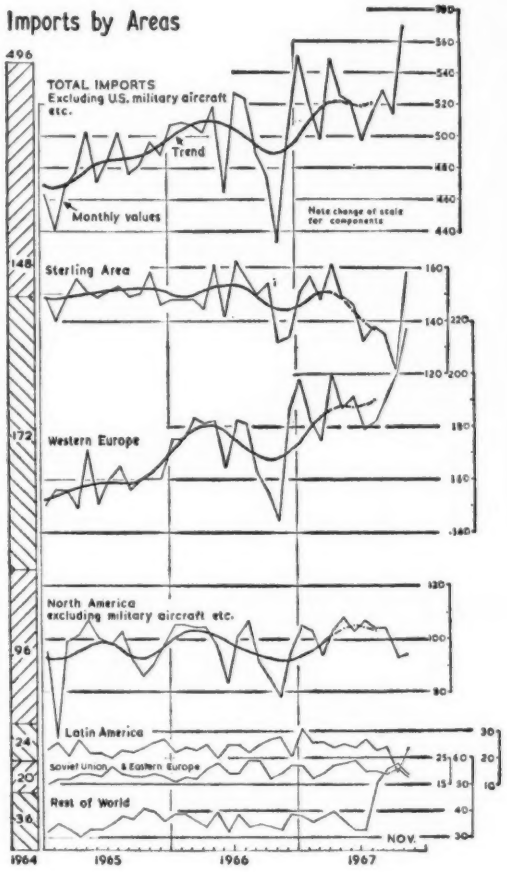


Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1966 Year	496		143	52	212	89	25	99	83		7
4th quarter	470	470	140	51	196	84	23	89	79	79	7
1967 1st quarter	524	523	148	57	215	83	26	106	94	93	7
2nd quarter	535	530	153	52	218	84	27	107	104	99	6
3rd quarter	516	512	143	60	211	84	28	99	100	96	7
September	531	528	144	76	208	84	27	97	101	98	8
October	519	515	129	79	208	82	28	98	103	98	7
November*	575	570	152	72	227	91	29	106	122	117	8
June-August	515	511	145	49	215	84	28	103	101	97	6
September-November*	542	538	142	76	214	86	28	100	109	105	8

* Provisional estimates

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1966 Year	496		148	172	96		24	20	36
4th quarter	470	470	140	162	86	85	25	19	35
1967 1st quarter	524	523	152	185	102	101	27	19	37
2nd quarter	435	530	151	192	109	104	25	23	36
3rd quarter	516	512	135	183	109	105	25	20	46
September	531	528	135	190	108	104	24	19	56
October	519	515	122	200	97	93	15	21	58
November*	575	570	159	217	99	94	24	18	54
June-August	515	511	139	184	108	104	25	21	39
September-November*	542	538	139	202	101	97	21	19	56

* Provisional estimates.
† Burma is included with the 'Rest of the World' and from January 1966, figures for Rhodesia have been excluded from the sterling area, and included with those for the 'Rest of the World.,

NOTES:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on December 29* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for January, due to be published on or about January 29.

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis, and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the trade accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(b) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments account is shown in the quarterly balance of payments statistics published in *Economic Trends*.

*Accounts relating to the Overseas Trade of the United Kingdom, November 1967, HMSO, price 30s., by post 31s.
†Report on Overseas Trade, published by HMSO, price 4s., by post 4s. 5d. Annual subscription £2 14s. including postage.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, December 15, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Poor Cow	Br/E 32783	101	December 12	Warner-Pathe Distributors Ltd.	Fenchurch Films Ltd.
Pathe Pictorial Series 677/689:					
Pathe Pictorial No. 677	Br/E 32787	8	December 13	" "	Associated British-Pathe Ltd.
Pathe Pictorial No. 678	Br/E 32788	7	December 13	" "	" "
Pathe Pictorial No. 679	Br/E 32789	8	December 13	" "	" "
Pathe News 67-99	Br/E 32337	7	December 15	" "	" "
Pathe News 67-100	Br/E 32338	7	December 15	" "	" "
Movietone News 2009	Br/E 32471	7	December 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2009A	Br/E 32472	7	December 15	" "	" "
FOREIGN					
My Name is Pecos	F 32782	83	December 12	Ranworth Film Services Ltd.	Italcine, Rome.
The Fastest Automobile in the World	F 32784	9	December 13	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts International Corp.
Belle de Jour	F 32785	100	December 13	Curzon Film Distributors Ltd.	Paris Film Production, Paris.
Hunger	F 32786	115	December 13	" "	Sandrew Film and Teater A.B., Stockholm.
Will Penny	F 32790	109	December 14	Paramount Film Service Ltd.	Paramount Pictures Corp.

NOTE:
The registration of the film 'The Last Safari' (F 32769) registered on November 29, 1967, has been amended to a British quota film (Br/E 32769) with effect from that date.

Government Publications

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General assessment of the economic situation*

(From the article on the Economic Situation to be published in *Economic Trends*, December, 1967)

A NEW EXCHANGE RATE parity of £1=$2.40 was declared on November 18; and at the same time measures to restrain the growth of consumption, both public and private, were announced. The basic purpose of the measures is to free resources from domestic use so as to secure an improvement in the balance of payments of at least £500 million a year. They include a reduction in the defence and other public expenditure programmes, withdrawal of the Selective Employment Tax premium paid to manufacturers (except in Development Areas), the termination of the export rebate, an increase in the rate of corporation tax, severe but selective restrictions on bank lending, a tightening of hire purchase restrictions on cars, and an increase in Bank Rate. Although the nominal value of the measures is of the order of £500 million, their effect in reducing demand is likely to be rather less than this. Together with the restraint that the rise in import prices consequent upon devaluation will of itself impose on personal consumption, the measures should bring about a substantial shift in resources in the months ahead and thus facilitate a progressive improvement in the balance of payments. But further measures will almost certainly be required early next year to maintain the tempo of that improvement.

Effects of devaluation

The ultimate effects of devaluation and the accompanying measures cannot be estimated with precision: much will depend on the magnitude of the changes in export and import prices and on the speed and vigour of the response of exports and imports to these changes. The initial effects, however, will clearly be adverse. Because of the rise in import prices, retail prices are likely to increase by 3 per cent more than they would otherwise have done; and there could be in the next few months a small increase in the underlying trend of unemployment. During the course of next year, however, total output should grow appreciably faster than the 3 per cent expected earlier, since a much larger increase in exports is now anticipated. Accordingly, unemployment is likely to be on a significantly falling trend. On the other hand, there can be little if any scope for an increase in personal consumption next year, given the need to shift resources into the balance of payments.

Expansionary forces

Earlier this year it had been envisaged that there would be two main expansionary forces at work in 1967 – higher exports and higher public investment. Exports, which rose strongly in the second half of 1966 and the early part of 1967, have tended to decline since then (though recent figures have been obscured by the dock strikes in London and Liverpool). This is partly because of the closure of the Suez Canal and the dock strikes; but it mainly reflects the slowing down in the growth of world trade, to a degree that was not foreseen earlier. While public investment has been rising as expected, personal consumption has in the event proved to be the main expansionary factor.

Between the second and third quarters consumers' expenditure probably increased significantly. Housebuilding also increased, but private industrial investment fell, and there was a marked decrease in industry's stocks. Meanwhile, preliminary indications are that total output showed little change; industrial output was the same in the third quarter as in the second, although manufacturing output rose.

Retail sales in October remained at the higher levels of the preceding two months. Instalment credit extended by finance houses and durable goods shops in the third quarter showed a marked increase from the second quarter when new credit had already made some recovery from the low level of business in the latter part of 1966. New credit advanced rose by 25 per cent in the third quarter over the second, and while this increase reflected the high level of credit extended for car purchase, other durable goods shared in the increase. New car registrations rose in October, and in the five months June-October were 11 per cent higher than in the first five months of this year. However, the tightening of the hire purchase restrictions should affect car sales from now on. And the ceiling on credit, except for export finance, will affect consumer spending generally, including that on cars.

Total housing completions in the first ten months of this year reached 325,750, which is the highest ever for the ten months to October. Completions in both the public and private sectors were about 4 per cent higher in the period August-October than in the previous three months. Housing starts were lower in October, and in the three months August-October they were significantly lower, in both the public and private sectors, than in the previous three months. Even so, starts are still running well above 1966 levels.

The number of wholly unemployed (excluding school-leavers) declined further in November, confirming that the underlying increase in unemployment has been checked, and the number of unfilled vacancies for adults again rose. The retail price index rose in October, but during the three months August-October it remained at about the same level as in the preceding three months. Wage rates did not rise in October; in the three months August-October, however, the provisional index of hourly wage rates was about 2 per cent above the average for May-July.

Clearing Bank advances rose by £70 million in November, bringing the rise since April to about £400 million, or 9 per cent. On November 18 Bank Rate was raised from 6½ per cent to 8 per cent to help establish confidence in the new exchange rate parity, and to reinforce the accompanying restrictions on domestic demand by increasing the cost of credit. Except for advances to finance exports, a ceiling has been placed on credit advanced by banks and finance houses until further notice; apart from normal seasonal movements it is not to rise above the level existing at the latest date before November 18 for which information is obtainable.

In the period before November 18, the pound was under almost continuous pressure, which became very severe on November 17. After the change in the exchange rate, there was a substantial reflux, and a large part of the previous losses was recouped. Over the month as a whole the gold and convertible currency reserves rose by £53 million to £1,223 million, after bringing into the published total the remainder (£204 million) of the Treasury portfolio of dollar securities. (All the above figures have been converted at the new rate of exchange, $2.40=£1.)

The third quarter was marked by renewed pressure on sterling. The identified deficit on current and long-term capital accounts was £127 million. Nearly all of this figure is accounted for by adverse seasonal influences on current account and by additional costs arising from the situation in the Middle East and Nigeria. The balancing item was negative by £74 million, reflecting the low state of confidence. The balance of monetary movements was adverse to the extent of £201 million; within the monetary account there were heavy outflows of private short-term capital and there was countervailing action by central banks in support of the reserves.

* Unless otherwise stated, this report is based on seasonally adjusted data.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Trends in insurance companies' investment

NET INVESTMENT by insurance companies in the third quarter of 1967, at £184 million, was slightly lower than in the previous quarter, though considerably higher than in the corresponding quarter of 1966 (£141 million). During the first three quarters of 1967, net investment by insurance companies has been running at a level some 10 per cent or more above the corresponding period a year earlier.

The figures shown in the accompanying table exclude the effect of the conversion of the securities of nationalized steel companies into Government securities as a result of the vesting operation in the quarter, i.e. the disposal of steel securities at the vesting date and the corresponding acquisition of Government securities are both excluded. Transactions of steel nationalization securities during the period July 17-28, 1967, inclusive (when such transactions were generally regarded by the market, and by the authorities for the purpose of Exchequer statistics, as tantamount to dealings in Government securities) have been entered against British government securities with up to five years to maturity.

Life funds

Net investment by the life funds was £164 million during the quarter, slightly lower than in the second quarter. Investment in British government securities was at a high level (£58 million compared with £38 million in the previous quarter) investment in long-dated securities (£89 million) being particularly heavy. A substantial part of the disinvestment in short-dated securities (with up to five years to maturity) is accounted for by sales of steel nationalization securities between July 17-28 inclusive, the treatment of which is referred to above.

Excluding transactions in steel nationalization securities after July 16, net investment in company securities was slightly lower than in the previous quarter (£43 million compared with £46 million). Investment in ordinary shares was considerably above the level of recent quarters (£17½ million compared with a quarterly rate of about £7 million during the first half of 1967), although it was still below the average level during 1966. Disinvestment in preference shares continued at a high rate during the quarter, while investment in company debentures was below recent levels (£37 million compared with a quarterly rate of £48½ million during the first half of 1967).

Investment in mortgages and loans continued to fall (£17 million in the quarter compared with £22 million in the second quarter and £36 million in the first quarter). Loans for house purchase (gross of repayments) continued to increase slightly (£31 million

(*Continued on next page*)

Insurance Companies Investment

Transactions at cash values in assets of insurance companies

£ million

ASSETS	LIFE FUNDS					GENERAL FUNDS					COMBINED FUNDS				
	Net Investment 3rd qtr. 1966	Net Investment 2nd qtr. 1967	3rd quarter, 1967			Net Investment 3rd qtr. 1966	Net Investment 2nd qtr. 1967	3rd quarter, 1967			Net Investment 3rd qtr. 1966	Net Investment 2nd qtr. 1967	3rd quarter, 1967		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	— 5·9	+ 29·6	55·1(1)	113·1(2)	— 58·0	— 3·1	— 1·3	16·7(1)	22·3(2)	— 5·6	— 9·0	+ 28·3	71·7(1)	135·5(2)	— 63·8
Over 5 and up to 10 years	— 14·2	+ 7·1	10·8	8·7	+ 2·1	+ 0·2	+ 2·7	1·3	1·2	+ 0·1	— 14·1	+ 9·8	12·1	9·9	+ 2·2
Over 10 and up to 15 years	— 9·3	— 0·4	28·1	8·4	+ 19·7	+ 0·5	— 2·8	1·4	1·4	—	— 8·8	— 3·3	29·5	9·8	+ 19·7
Over 15 years	+ 34·0	+ 16·9	129·5	40·7	+ 88·7	+ 1·9	— 5·1	12·1	8·5	+ 3·6	+ 35·9	+ 11·8	141·5	49·2	+ 92·3
Undated	+ 1·0	— 15·6	9·5	3·9	+ 5·6	+ 0·5	— 0·1	—	—	—	+ 1·5	— 15·7	9·5	3·9	+ 5·6
United Kingdom local authorities, etc., securities	— 4·1	+ 8·4	4·0	7·9	— 3·9	— 0·6	— 2·2	1·6	1·0	+ 0·6	— 4·7	+ 6·2	5·6	9·0	— 3·4
Total of public sector securities	+ 1·5	+ 46·0	237·0	182·7	+ 54·3	— 0·7	— 8·8	33·1	34·4	— 1·3	+ 0·8	+ 37·2	269·9	217·3	+ 52·6
Other investments:															
Company securities:															
Ordinary shares	+ 18·1	+ 8·4	63·4	45·9(3)	+ 17·5	+ 3·6	+ 9·1	18·8	8·2(3)	+10·6	+ 21·7	+ 17·5	82·2	54·1(3)	+ 28·1
Preference Shares	— 4·3	— 8·5	2·9	14·4(3)	— 11·5	+ 3·4	+ 3·7	3·8	0·9(3)	+ 2·9	— 0·9	— 4·7	6·7	15·2(3)	— 8·5
Debentures, etc.	+ 55·4	+ 46·5	59·6	22·6(3)	+ 37·0	+ 0·6	— 1·9	2·3	2·6(3)	— 0·3	+ 56·0	+ 44·6	62·0	25·3(3)	+ 36·7
Mortgages and loans:															
Home - House purchase loans	+ 17·5	+ 7·8	30·6	24·1	+ 6·5	+ 0·6	+ 0·4	1·7	1·1	+ 0·6	+ 18·1	+ 8·2	32·2	25·1	+ 7·1
Other mortgages and loans	+ 25·2	+ 14·0	26·0	15·7	+ 10·3	— 0·3	— 0·1	0·6	0·8	— 0·2	+ 24·9	+ 13·9	26·6	16·5	+ 10·1
Overseas	+ 0·1	+ 0·2	0·5	0·2	+ 0·3	— 0·6	—	—	—	—	— 0·6	+ 0·2	0·5	0·2	+ 0·3
Overseas government, etc., securities	—	+ 0·2	0·9	2·1	— 1·2	— 0·6	— 0·7	1·1	0·9	+ 0·2	— 0·6	— 0·4	1·9	2·9	— 1·0
Land, property and ground rents	+ 27·8	+ 22·1	25·7	1·6	+ 24·1	+ 0·5	+ 1·4	1·8	0·3	+ 1·5	+ 28·3	+ 23·5	27·5	1·9	+ 25·6
Other investments	— 4·9	— 0·2	0·5	0·1	— 0·4	— 0·1	—	0·3	0·4	— 0·1	— 5·0	— 0·2	0·8	0·5	+ 0·3
Total of other investments	+134·8	+ 90·7	210·1	126·7	+ 83·4	+ 7·1	+11·9	30·4	15·2	+15·2	+141·8	+102·6	240·4	141·6	+ 98·8
Total of investments	+136·3	+136·7	447·1	309·4	+137·7	+ 6·4	+ 3·1	63·5	49·6	+13·9	+142·6	+139·9	510·3	358·9	+151·4
			BALANCES					BALANCES					BALANCES		
			June 30, 1967	Sept. 30, 1967				June 30, 1967	Sept. 30, 1967				June 30, 1967	Sept. 30, 1967	
Cash and other short-term assets:															
Cash in hand and with UK banks	— 5·6	+ 20·9	32·4	40·7	+ 8·3	+ 2·1	+ 8·8	45·1	50·2	+ 5·1	— 3·5	+ 29·7	77·5	90·9	+ 13·4
UK local authority bills and temporary money	— 4·6	+ 10·4	20·2	33·1	+ 12·9	+ 0·4	+ 4·3	11·5	12·3	+ 0·8	— 4·2	+ 14·8	31·7	45·3	+ 13·6
Other short-term assets	+ 4·1	+ 3·8	12·8*	17·8	+ 15·0	+ 2·3	— 0·1	24·1	24·4	+ 0·3	+ 6·4	+ 3·6	36·9*	42·3	+ 5·4
Total cash and other short-term assets	— 6·0	+ 35·1	65·1*	91·6	+ 26·2	+ 4·7	+13·0	80·7	86·9	+ 6·2	— 1·3	+ 48·1	146·1*	178·5	+ 32·4
Total net investment	+130·2	+171·8			+163·9	+11·1	+16·2			+20·1	+141·4	+188·0			+183·8

— = nil or less than £·05 million.
* Revised figures.
(1) Including purchases of steel nationalization securities during the period July 17-28 inclusive, and excluding conversions of steel nationalization securities into Government compensation stock.
(2) Including sales of steel nationalization securities during the period July 17-28 inclusive.
(3) Excluding sales of steel nationalization securities during the period July 17-28 inclusive, and excluding conversions of steel nationalization securities into Government compensation stock.

INSURANCE CLAIMS, *continued*

compared with £30 million in the previous quarter), but repayments increase at a faster rate and net investment fell slightly. In contrast, investment in land, property and ground rents continued at a high level. In total, investment in securities, etc. (other than public sector securities) was £83 million, compared with £91 million in the previous quarter.

Holdings of cash and other short term assets continued to rise during the third quarter, although at a slightly slower rate than in the previous quarter (£26 million compared with £35 million).

General funds

Net investment by general funds, at £20 million, was substantially higher than the level during the first half of 1967. There was some slight disinvestment in public sector securities as a whole, investment in long-dated securities being compensated for by disinvestment in short-dated securities. Investment in company securities, especially ordinary shares, was at a high level (£13 million compared with £11 million in the previous quarter). In total, investment in securities, etc. was £14 million. Holdings of cash and other short-term securities rose by £6 million, compared with a rise of £13 million in the previous quarter, though both of these figures exclude changes in agents' balances, etc.

Notes:

The statistics relate to the United Kingdom insurance companies which are members of the British Insurance Association and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also exclude assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Full definitions are given in the *Board of Trade Journal* of August 4, 1967 (page 275). The figures have been rounded and totals are not always equal to the sums of their components.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businesmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in October showed a decrease of 3 per cent on a year earlier, compared with decreases of 7 per cent and 4 per cent in September and August respectively.

The value of stocks at the end of October was 11 per cent lower than a year earlier.

Notes:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (b)	
		%		%
1965 Year	113	+1	..	..
1966 Year	110	−3	..	..
1966 4th quarter	128	−7	140	+18
1967 1st quarter	92	−8	158	+8
2nd quarter	91	−9	137	Nil
3rd quarter	104	−6	149	−7
1966 October	144	−3	150	+11
November	133	−6	149	+14
December	107	−14	140	+18
1967 January	67	−6	143	+15
February	89	−3	154	+9
March	120	−13	158	+8
April	95	−8	150	+7
May	89	−13	151	+5
June	88	−6	137	Nil
July	73	−7	142	−4
August	100	−4	148	−7
September	138	−7	149	−7
October	140	−3	132	−11

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	Oct. 1967	Jan. 1 to Oct. 31	Oct. 1967
	%	%	%
Women's knitted outerwear, blouses and skirts	+1	−10	−13
Women's coats, costumes, furs and raincoats	+1	−14	−36
Women's underwear	−21	−16	−20
Women's hose and children's socks	−4	+2	+17
Women's millinery	+1	−9	−24
Haberdashery, ribbons and wool	−4	−8	−25
Children's wear	−11	−8	−11
Men's and boys' shirts, pyjamas and outfitting	+7	−6	−15
Gloves	−1	−15	−8
Piece-goods and nets	+16	−3	−16
Household textiles	−7	−8	−16
Floor-coverings, furniture and hardware	+5	−4	−10
Grand total (a)	−3	−7	−11

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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HMSO

Production in the cotton and wool textile industries

THE VOLUME OF PRODUCTION in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in October was 10 per cent less than in October 1966.

Statistics issued by the Textile Council show that in the period January-October the amount of cloth woven was 18 per cent less than in the corresponding period last year. Production of single yarn was 15 per cent less and the amount of yarn doubled 10 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1966 October	9·70	2·82	2·58	1·97	1·45	18·3	12·2
November*	9·41	2·82	2·54	1·95	1·41	17·5	11·9
December	7·59	2·30	2·16	1·73	1·23	14·2	9·6
1967 January	8·37	2·54	2·32	2·03	1·33	16·6	11·3
February	8·35	2·44	2·31	2·09	1·44	16·5	11·4
March*	7·29	2·15	2·10	1·93	1·34	14·2	10·0
April	8·06	2·49	2·24	2·24	1·48	15·6	10·9
May*	7·86	2·53	2·16	2·13	1·37	14·5	10·6
June	5·80	2·08	1·71	1·69	1·50	14·4	10·3
July	6·28	1·95	1·85	1·96	1·21	8·6	7·5
August*	7·22	2·51	1·92	2·00	1·13	14·4	9·8
September	6·36	2·22	1·91	1·86	1·71	13·0	9·2
October	7·93	2·67	2·22	2·23	1·90	15·3	10·8

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries. *Average of 5 weeks. †53-week period.

THE VOLUME OF PRODUCTION in the wool textile industry in October was 6 per cent less than in October 1966.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 9 per cent and 3 per cent less respectively than in October 1966. The rate of production of wool and hair tops was 19 per cent less and of man-made fibre tops 9 per cent less.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (*a*)	Worsted yarn	Woven fabrics (excluding blankets) (*b*)		Blankets (*a*)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1958	111·1	74·2	3·7	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	5·3	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	9·4	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	9·1	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	8·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1966 1st qtr.	104·9	63·4	15·6	83·7	59·8	41·9	37·8	8·1
2nd qtr.	102·1	60·1	15·7	81·8	57·1	42·4	31·7	6·3
3rd qtr.	87·8	53·0	15·2	69·8	50·4	41·9	29·9	7·1
4th qtr.	93·3	53·3	16·4	79·5	53·6	42·2	34·5	9·1
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
1966 August	24·7	13·9	4·0	20·5	15·1	11·9	8·0	2·3
Sept.	33·5	20·7	5·9	25·9	19·2	15·5	11·6	2·9
Oct.	32·0	18·1	5·8	27·4	18·4	14·9	11·5	3·2
1967 August	20·1	9·7	3·7	19·6	12·2	12·1	7·6	2·3
Sept.	28·1	15·7	5·2	24·3	16·3	13·8	10·8	2·8
Oct.	30·7	15·3	5·6	28·0	17·6	14·9	11·9	3·0

(*a*) Estimated. (*b*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Orders in the textile and clothing industries

NET NEW ORDERS received by the textile and clothing industries in October fell back from the improved levels of August and September; for the three months August to October taken together, however, the rate of receipt of net new orders was 8 per cent more than in the three previous months. Orders-on-hand levelled off in October, but at the end of the month were still some 4 per cent higher than the low point at the end of July. In the August-October period deliveries were almost unchanged compared with the May-July period.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

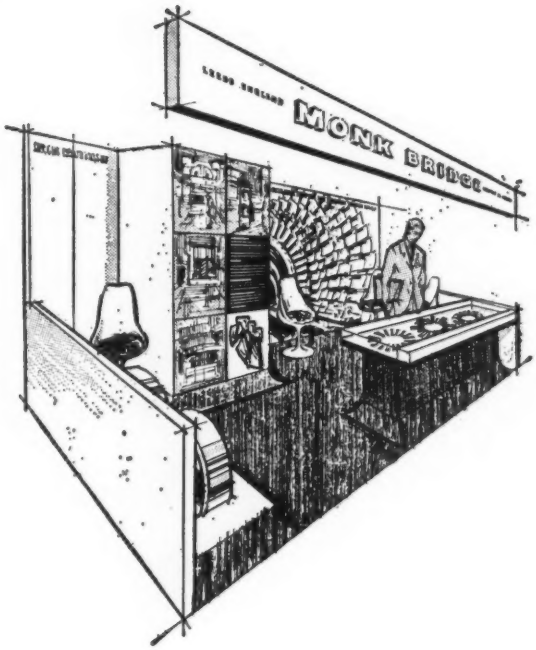
Textile and clothing industries (a)

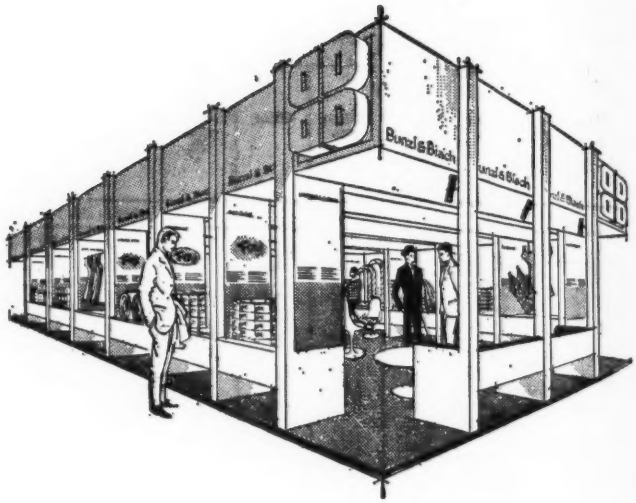
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1965 1st quarter	121	122	97	96	99	97
2nd quarter	127	123	102	101	97	99
3rd quarter	117	124	87	100	95	100
4th quarter	121	121	107	95	103	98
1966 1st quarter	122	122	100	100	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	86	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	105	105	91	94	92	93
2nd quarter	108	105	95	91	92	91
3rd quarter*	100	106	83	96	90	94
1966 August	115	118	65	84	85	96
September	109	115	83	84	100	93
October	106	107	95	76	104	93
November	107	104	104	83	101	92
December	105	105	78	92	85	93
1967 January	105	105	87	94	87	91
February	105	105	99	95	99	94
March	105	105	88	92	90	93
April	106	106	101	93	95	90
May	109	106	94	89	87	88
June	108	105	90	90	94	95
July*	103	102	74	89	87	96
August*	101	104	76	98	82	92
September*	100	106	99	100	100	93
October*	104	106	113	91	103	93

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
*Provisional.

Exhibitions and Fairs





Left: a completely fabricated stand for Monk Bridge Iron and Steel Company, designed to be erected within one day for the Washington DC Gas Turbine Congress next March and the Hanover Fair from April 27 to May 5, 1968. Right: a two-storey stand (with four offices upstairs) for the Bunzl Group of Companies, to be erected at the Vienna Spring Fair on March 3, 1968. These exhibition stands have been designed by Robert Spitz and Associates, a British firm of design consultants. The company has recently opened a New York office.

Second Stockholm British Week Guide

STOCKHOLM BRITISH WEEK, which takes place from September 27-October 5, 1968, is to have a race-meeting (the first ever at a British Week), the Sir Winston Churchill sail training ship, and one of the justly famous Clothing Export Council Fashion Shows among its supporting events.

The 'target area' for this Week has been extended owing to the interest shown by the Stockholm shops and stores, and the Board of Trade are already issuing market opportunity lists to something like 2,000 British manufacturers who have signified their interest.

This information, together with other planning details, is included in the second edition of the Stockholm Week Guide, which has been issued by BNEC Export Council for Europe. Of particular interest is the information about buying patterns of the big stores. The Guide also points out that since Sweden has not devalued her currency in line with the £, is already our fifth largest market, and is our partner in duty-free EFTA, the British Week is admirably timed to help British exporters expand their operations.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Czechoslovak trade—1968

TRADE ARRANGEMENTS for the 12 months April 1967 to March 1968 were published in the *Board of Trade Journal* on April 7, 1967; the import quotas will continue in force until March 31, 1968. As a result of the recently concluded Anglo-Czech Trade Arrangement 1968-1972, announced in the *Board of Trade Journal* on November 17, quotas will in future be on a calendar year basis.

Arrangements for the export of British goods to Czechoslovakia during 1968 calendar year will continue to be based upon three main groups. Facilities for British exports, given below, will not be limited by amounts indicated; in general, Czechoslovak purchases of British goods will depend on their competitiveness and on the availability of foreign exchange. Nothing in the list precludes trade in excess of the amounts indicated or in goods not specifically mentioned.

For imports from Czechoslovakia, in 1968, there have been no alterations to the list of goods subject to open general, open individual and specific import licence. For goods subject to specific import licensing, additional quotas, adjusted to take account of the change in the quota period to a calendar year basis, have been agreed as follows and will be licensed from January 1, 1968.

United Kingdom goods for import into Czechoslovakia

Item No.	Description	Value £'000
A	*Goods other than consumer goods* including but not restricted to:	
	Machinery and plant of all kinds (including printers' paper-converting and book-binding machinery)	
	Mechanical handling equipment	
	Contractors' plant	
	Machine tools	
	Engineers' cutting and forming tools, hand tools, portable power tools, paint spray equipment	
	Surgical, medical and dental equipment	
	Laboratory instruments, measuring and testing instruments	
	Computers	
	Electrical, electronic and communication equipment including valves	
	Ball and roller bearings	
	Carbon, carbon brushes, electrodes and resistors	
	Cine, photographic and optical equipment and materials	
	Industrial trucks and trailers	
	Railway equipment	
	Internal combustion engines	
	Aircraft	
	Parts, components and accessories for any of the foregoing	
	Chains, belt links and brake linings	
	Rubber and plastic products	
	Latex	
	Leather and leather belting	
	Asbestos products	
	China clay	
	Refractory ware and crucibles	
	Non-ferrous metals	
	Iron and steel and non-ferrous semi-manufactured and finished products	
	Plastics	
	Dyestuffs, paints, colours, pigments, printing inks and raw materials therefor	
	Chemicals (including phenol and light magnesium oxide)	
	Abrasives	
	Insulating materials	
	Veneers	
	Paper	
	Self-adhesive tapes	
	Transparent cellulose film	
	Man-made fibres	
	Yarns and threads	
	Exposed cinematographic films	
	Wool and other animal hair and tops	
	Rags	
	Bone glue and gelatine	
	Fish and vegetable oils	
	Field seeds	
	Pedigree livestock	
B.1	Complete motor cars, commercial vehicles, spare parts and components	600
2	Motorcycles, scooters and mopeds and accompanying spare parts	35
3	Footwear	40
4	Textiles and textile products of all kinds . .	620
C	*Other consumer goods* including but not limited to:	
	Pressure cookers, domestic electrical appliances, polishes, creams and dressing for footwear, furniture and floors, toilet preparations, aromatic materials and essential oils, sports goods, toys, linoleum, plastic floor covering, other plastic products, leather cloth, musical instruments and parts, books, periodicals, products of the gramophone industry, stationery and office requisites, fish, potable spirits and other foodstuffs, cutlery, safety razors and razor blades, smokers' requisites, domestic hollow-ware, kitchen hardware . . .	900

Czechoslovak goods for import into the United Kingdom

Item No.	Description	Value £'000 or Quantity
1	Matches (except Bengal matches) . . .	450,000 short standards
2	Benzene, toluene and xylenes	337·5
3	Aircraft of an all-up weight over 4,500 lb. . .	75
4	Typewriters and parts	45
5	Watches of a value not exceeding 30s. each, and watch movements of a value not exceeding 25s. each (other than stop watches); watch parts	

(*Continued on next page*)

Item No.	Description	Value £'000 or Quantity
	(other than watch glasses and cases); clocks and parts thereof (other than electric clocks, clock glasses including those of synthetic material or clock cases or parts thereof which do not at the time of importation encase a clock movement).	30
6	Pedal bicycles	15
7	Parts, components and accessories for pedal bicycles (excluding chains)	37·5
8	Motor bicycles, motor scooters and mopeds, i.e. all forms of motorized bicycles, whether or not equipped with pedals by which they are capable of being propelled, and spare parts thereof (excluding chains)	56·25
9	Accessories and components for motor bicycles, motor scooters and mopeds (excluding chains)	p.m.
10	Cutlery and parts	22·5
11	Enamelled hollow-ware	7·5
12	Chinaware and earthenware including ornamental china	156·25
13	Glass Christmas tree ornaments	37·5
14	Toys (other than plastic toys) and games (excluding playing cards) including parts	132·5
	Textiles, including yarns, and textile articles; man-made fibres; headgear and parts thereof; and gloves:	
15	Textile piece-goods, the following:	
	(a) Grey cloth of cotton, man-made fibres, and mixtures thereof (excluding sailcloth or canvas of cotton not under 12 ounces per square yard)	45
	(b) Piece-goods of cotton and man-made fibres and mixtures thereof (excluding sailcloth or canvas of cotton not under 12 ounces per square yard) of which not more than £136,350 for cotton	225
	(c) Woven fabrics of flax under 12 ounces per square yard, excluding linen tea towelling	42
	(d) Woollen and worsted piece-goods, plushes, astrakhans and imitation fur	63·75
	(e) Furnishing fabrics of which not more than £22,725 for cotton and £15,000 for linen	86·25
	(f) Furnishing tapestries	37·5
	(g) Book-binding cloth	1·5
	(h) Linen tea towels and tea towelling	217,500 square yards
16	Household goods (blankets, tablecloths, sheets, towels, etc.) and handkerchiefs, of which not more than £53,025 for cotton, £67,500 for linen goods (excluding linen tea towels) and £7,500 for embroidered handkerchiefs	187·5
17	Felts of all kinds	15
18	Sailcloth or canvas of flax or cotton not under 12 ounces a square yard, and tarpaulins made thereof	3·5
19	Sailcloth or canvas of man-made fibres impregnated with PVC	15
20	Stockings and socks	67·5
21	Braids and ribbons, woven labels, sparteries, laces of all kinds, of which not more than £15,000 for lace, lace net and embroidery	150
22	Outerwear and underwear, the following:	
	(a) Knitted underwear and overwear of all kinds of materials excluding lace or lace net	120
	(b) Apparel including underwear other than apparel covered by (a) and excluding garments containing lace or lace net, of which not more than £101,250 for shirts	195
23	Hats, caps, berets and hoods (excluding silk or lace trimmed) of which not more than £52,500 for hats and hoods of wool or fur felt	82·5
24	Wool and wool blended yarns	7·5
25	Gloves of which not more than £37,500 for leather gloves	60
26	Tents, canvas bags, buckets and wash basins, large canvas bags used for swimming pools, ground sheets, inflatable mattresses, pillows and cushions and hammocks, wholly or mainly (i.e. 50% or more by weight) of cotton	37·5
27	Rubber footwear	45
28	Carpet slippers, with rubber soles and textile uppers	15
29	Fur bodies and shells	11·25
30	Flat glass of 3 mm. (nominal) thickness and less	33·75
31	Semi-conductor devices and transistorized radio and television receivers	37·5
32	Electronic valves and tubes	62·5
33	(a) Canned and bottled fruits grown in Czechoslovakia of the following kinds: Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries, strawberries (of which not more than £1,500 for apples)	187·5
	(b) (i) Canned and bottled vegetables of the following kinds: Asparagus, beans (green), beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, onions (dry bulb) and shallots, peas (green), radishes, rhubarb, spinach, turnips	56·25
	(ii) Provisionally preserved vegetables containing cauliflower or onions; and	30
	(iii) Vegetables preserved by vinegar or acetic acid (including pickles and chutneys) containing beetroot, cauliflower or onions	52·5
	(c) Natural fruit juices derived from apples, blackcurrants and pears; and jams and jellies containing fruits of the kind specified in quota 33 (a)	7·5
	(d) Glace fruits	p.m.
34	(a) Canned pigmeat products, fully cooked, of which not more than £180,000 for canned ham	397·5
	(b) Poultry and game, fully cooked	p.m.
	(c) Prague smoked meat products, not canned (e.g. Debreciner roast, pork rollade, Prague sausages and frankfurters, Debreciner sausages, Prague ham and Prague ham on the bone) subject to the Importation of Carcases and Animal Products Order, 1954	45
35	(a) Cheese	253 tons
	(b) Processed milk	15
	(c) Butter	p.m.
36	Fresh fruits and vegetables of which not more than 93·75 tons of apples and pears and not more than 25 tons for apples imported between July 1 and December 31, and not more than £40,000 for onions imported between August 1 and November 30	45
37	Vegetables and fruit, dried or frozen, as follows:	
	(a) Vegetables, being asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than dried in bulk), lettuce and endive, mushrooms, green peas, radishes, spinach and turnips, rhubarb, onions and shallots:	
	(i) Dried	18·75
	(ii) Frozen	45 tons
	(b) Fruit, being apples, pears, cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries:	
	(i) Dried	7·5
	(ii) Frozen	22·5 tons
38	Sporting ammunition	45
39	Tanned hides and skins	p.m.
40	White spirit	37·5
41	Nylon cord	11·25

p.m. = pro memoria.

Double taxation—Australia

A NEW DOUBLE Taxation Agreement between the United Kingdom and Australia, which is to replace the existing Agreement, was signed in Canberra on December 7. The text of the new Agreement was published on December 15, 1967, as a White Paper (Cmnd. 3484).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

British property in Egypt

THE FOLLOWING STATEMENT was issued by the Foreign Office on December 18:

'Her Majesty's Government in the United Kingdom wish to draw the attention of all United Kingdom nationals whose property in Egypt was affected by Egyptian measures between October 30, 1956, and February 28, 1959, to an Exchange of Notes and Annexes dated April 24, 1967 between the Government of the United Kingdom and the Government of the United Arab Republic which came into force on December 15, 1967, supplementary to the Agreement of February 28, 1959, concerning Financial and Commercial Relations and British Property in Egypt and Exchange of Notes between the said Government dated August 7, 1962, supplementary to the said Agreement of February 28, 1959.

'In particular, attention is drawn to Annexes C, D, E, F and J. Copies of the Exchange of Notes dated April 24, 1967 and the Annexes thereto may be purchased from the Government Bookshop, High Holborn, London, W.C.1.

'Her Majesty's Government wish also to draw the attention of those United Kingdom nationals who were beneficiaries under the Financial Agreement of February 28, 1959, and whose property in the United Arab Republic was subsequently resequestrated under Proclamations No. 138 and 140, or any other measure covered by Law 150 of 1964, to Annexe B to the above-mentioned Exchange of Notes dated April 24, 1967. Any such United Kingdom nationals who have not already submitted statements of their property so affected to the Foreign Office on the special green 'VRN' form should communicate *immediately* with North and East Africa Department, (VRN Section), Room 535, First Avenue House, High Holborn, London, W.C.1.'

Additions to restrictions on imports of livestock, etc. from the UK

THE ANIMAL HEALTH DIVISION of the Ministry of Agriculture, Fisheries and Food have announced the following additions to the lists of restrictions on imports of livestock, etc. from the United Kingdom published in the last four weeks' issues of the *Journal*, following the recent outbreak of foot-and-mouth disease.

Liberia

As from January 1 all imports of meat from England and Wales will be prohibited and additional certification will be needed for meat from Scotland and Northern Ireland.

Rumania and Poland

IT HAS BEEN reported that a protocol covering the exchange of goods for 1968 between Rumania and Poland was signed in Bucharest on November 21.

Rumania will supply to Poland machine tools, 2,100 h.p. diesel electric locomotives, tankers, cars and lorries, ball-bearings, diesel hydraulic locomotives of 250-450 h.p., drilling rigs, oil products, chemicals, farm food produce and industrial products. Polish exports to Rumania will be machine tools, diesel engines, ship engines and equipment, products of the electrotechnical industry, mining equipment, building and road making equipment, plant for thermopower stations, electric trucks and lift trucks, mail wagons, blast furnace coke, steel rolled goods, chemicals, consumer goods and foodstuffs.

No further details are available.

Inquiries about this notice should be addressed to E.S.B., Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467), quoting reference CRE 15899/G.

India and Czechoslovakia

ON NOVEMBER 28 the Governments of India and Czechoslovakia signed a new trade agreement envisaging total trade of £44.4 million between the two countries during 1968.

Under the agreement India will export a large variety of goods including engineering products, linoleum, paints, varnishes and sports goods to Czechoslovakia. Czechoslovakia will export capital goods, spares and components for maintaining the production programme of various Czech assisted projects in India such as Bharat Heavy Electricals, Hyderabad. Czechoslovakia will also export items such as alloy and tool steel and newsprint to India.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

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Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
B. W. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(244/67) Fire Fighting Vehicles for Ministere de l'Interieur. Not stated. E.S.B. 44174/67.*

AUSTRALIA

(244/67) Circuit Breakers: Transformers for Electricity Commission of NSW. January 15, 1968. E.S.B. 44175/67.*

Postmaster-General's Department:

(246/67) Telephone Receiver Inserts. February 20, 1968. E.S.B. 44458/67.

(246/67) Accounting Machine. January 11, 1968. E.S.B. 44459/67.

(247/67) Cranes and Accessories for Snowy Mountain Hydro-Electric Authority. March 29, 1968. E.S.B. 44766/67.

(246/67) Flashing Light Signals for Victorian Railways. January 31, 1968. E.S.B. 44442/67.*

BOLIVIA

(245/67) Telephone Service Extension for Co-operativa de Telefonos Automaticos. (Preliminary information.) E.S.B. 40594/67.

BRAZIL

(245/67) Switch Boards for Central Electrica de Furnas S/A. (Further Information). Tender documents now available. E.S.B. 42013/67.*

BURMA

(246/67) Outboard Motors for Electricity Supply Board. February 2, 1968. E.S.B. 44465/67.*

(247/67) Pullovers for Ministry of Defence. (Further Information.) Tender notice now available for loan. E.S.B. 44090/67.*

Myanma Export Import Corporation:

(247/67) Pumps. January 13, 1968. E.S.B. 44703/67.*

(247/67) Pumps. January 15, 1968. E.S.B. 44704/67.*

(247/67) Motor Starters and Main Switches. January 19, 1968. 44705/67.*

(247/67) Carborundum Crucibles. January 6, 1968. E.S.B. 44709/67.*

(247/67) Short Link Chain. January 6, 1968. E.S.B. 44710/67.*

(247/67) Needle Files. January 8, 1968. E.S.B. 44711/67.*

(247/67) Resistance Wire and Ribbon for People's Electro-Mechanical Services. January 12, 1968. E.S.B. 44464/67.*

(247/67) Portable Power Tools for People's Engineering Industry. January 15, 1968. E.S.B. 44469/67.*

People's Oil Industry:

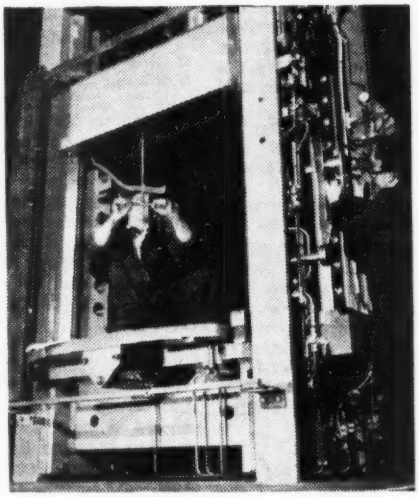
(247/67) Coking Plant. (Further Information.) Tender documents now available. E.S.B. 43567/67.*

(247/67) Machinery Spare Parts. January 31, 1968. E.S.B. 44491/67.*

(247/67) Builders' Hardware. January 31, 1968. E.S.B. 44495/67.*

(247/67) Electrician's Tools. January 31, 1968. E.S.B. 44497/67.*

(247/67) Electrical Supplies. January 15, 1968. E.S.B. 44716/67.*



This 150 ton 'BIPEL' low pressure laminating press, seen in its final stages of construction, is now en route to Estructos Tubulares SA of Montterrey, Mexico, where it will be used for the production of glass reinforced plastic tabletops and chairs. BIP Engineering Ltd. of Sutton Coldfield, who make 'BIPEL' plastics moulding machinery, find that their trade with Mexico is increasing.

(247/67) Floodlights and Projector Lamps. January 31, 1968. E.S.B. 44717/67.*

(247/67) Copying Machine. January 20, 1968. E.S.B. 44493/67.*

(247/67) Measuring Instruments and Meters. January 31, 1968. E.S.B. 44494/67.*

(247/67) Seismic Instrument Accessories. January 20, 1968. E.S.B. 44496/67.*

(247/67) Padlocks. January 31, 1968. E.S.B. 44718/67.*

(247/67) Wires; Cables and Copper Materials. January 6, 1968. E.S.B. 44719/67.*

Public Works Corporation:

(246/67) Electrical Materials. January 10, 1968. E.S.B. 44500/67.*

(247/67) Floodlight Fittings; Fans. January 8, 1968. E.S.B. 44499/67.*

(247/67) Enamelled Ware. January 11, 1968. E.S.B. 44701/67.*

(247/67) P.V.C. Compounds. January 12, 1968. E.S.B. 44702/67.*

Union of Burma Railway Board:

(245/67) Rail Anchors. March 21, 1968. E.S.B. 44431/67.*

(247/67) Sealing and Jointing Material. March 18, 1968. E.S.B. 44472/67.*

(247/67) Pipes and Fittings. March 11, 1968. E.S.B. 44471/67.*

(247/67) Luggage Trolleys. February 8, 1968. E.S.B. 44479/67.*

(247/67) Blowlamps; Lamp Accessories. March 14, 1968. E.S.B. 44478/67.*

(247/67) Cotton Belting and Fasteners. March 18, 1968. E.S.B. 44477/67.*

(247/67) Handtools. March 18, 1968. E.S.B. 44476/67.*

(247/67) Coal Tar. March 21, 1968. E.S.B. 44475/67.*

(247/67) Manila Rope. March 21, 1968. E.S.B. 44474/67.*

(247/67) Fire Clay; Plumbago Powder. March 18, 1968. E.S.B. 44473/67.*

(247/67) Glass. March 11, 1968. E.S.B. 44470/67.*

CANADA

B.C. Hydro and Power Authority:

(247/67) Circuit Breakers. March 19, 1968. E.S.B. 44746/67.

(247/67) Transformers. March 19, 1968. E.S.B. 44750/67.

(247/67) Bus Systems. March 12, 1968. E.S.B. 44747/67.

CEYLON

(247/67) Freezer for Ceylon Fisheries Corporation. (Further Information.) Tender documents now available. E.S.B. 44145/67.*

(246/67) Brass Bars and Sheets for Ceylon State Hardware Corporation. January 16, 1968. E.S.B. 44445/67.

(246/67) Agricultural Machinery for Department of Agriculture. January 8, 1968. E.S.B. 44441/67.*

Department of Government Stores:

(246/67) Strawboard. (Further Information.) Tender documents now available. E.S.B. 42708/67.*

(246/67) Mosquito Netting. January 17, 1968. E.S.B. 44467/67.

River Valleys Development Board:

(245/67) Stationery. December 29. E.S.B. 44430/67.

(247/67) Stationery. (Further Information.) Tender documents now available. E.S.B. 44430/67.*

(247/67) Ammonium Nitrate. January 8, 1968. E.S.B. 44732/67.

(246/67) Exhaust Fans for State Engineering Corporation. January 8, 1968. E.S.B. 44443/67.*

CHILE

(245/67) Hypodermic Syringes: Thermometers for Servicio Nacional de Salud. December 27. E.S.B. 44591/67.*

COLOMBIA

(244/67) Electronic Valves for Empresa Nacional de Telecommunicaciones. January 24, 1968. E.S.B. 44183/67.

FORMOSA

Central Trust of China:

(247/67) Pressure Proportioner; Portable Nozzle. January 15, 1968. E.S.B. 44754/67.*

(247/67) Arc Welder. January 19, 1968. E.S.B. 44755/67.*

(247/67) Fork Lift Trucks. January 8, 1968. E.S.B. 44756/67.*

(247/67) Vacuum Pump. January 9, 1968. E.S.B. 44759/67.*

(247/67) Tuboscope. January 10, 1968. E.S.B. 44758/67.*

(247/67) Iron Powder. January 8, 1968. E.S.B. 44768/67.*

GREECE

(245/67) Transmitters; Television and Radio for Hellenic National Broadcasting Institute. (Further Information.) E.S.B. 44059/67.*

(245/67) Radio Components for Ministry of Communications. January 10, 1968. E.S.B. 44421/67.*

(245/67) Monitoring Equipment for Ministry of Trade. January 15, 1968. E.S.B. 44422/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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(245/67) Dental Units for Supply Department of the Greek Government. Tender re-issued. Closing date now February 5, 1968. E.S.B. 20163/67.*

GUATEMALA

(245/67) Electrical Supplies for Instituto Nacional de Electrificacion. January 30, 1968. E.S.B. 44408/67.*

INDIA

(246/67) Mounting Press for Bhabha Atomic Research Centre. January 8, 1968. E.S.B. 44447/67.*

Indian Telephone Industries Ltd.:

(245/67) Steel Sheets. (Further Information.) E.S.B. 44212/67.*

(245/67) Silver Oxide. January 15, 1968. E.S.B. 44435/67.

(246/67) Copper Sheets and Flats. January 15, 1968. E.S.B. 44436/67.

Railways Board:

(247/67) Spectrographs. (Further Information.) E.S.B. 44002/67.*

(247/67) Locomotive Axles. January 18, 1968. E.S.B. 44466/67.

(247/67) Mobile Crane for Rajasthan State Electricity Board. January 15, 1968. E.S.B. 44723/67.

IRAQ

Ministry of Defence:

(244/67) Safe. January 20, 1968. E.S.B. 44103/67.

(244/67) Cable and Wire, January 23, 1968. E.S.B. 44104/67.

(245/67) Construction of Compact Unit for Ministry of Municipalities and Works. January 9, 1968. E.S.B. 44407/67.

JORDAN

(244/67) Belting for Jordan Phosphate Mines Co. Ltd. January 20, 1968. E.S.B. 44170/67.*

KUWAIT

Ministry of Electricity and Water:

(244/67) Water Distribution Project. February 3, 1968. E.S.B. 44156/67.*

(246/67) Construction of Control Centre: Pumping Station: Chemical Dosing and Blending Plant. Pre-qualification. February 3, 1968. E.S.B. 44720/67.*

LIBYA

Ministry of Public Works:

(247/67) Construction of Sports City. January 22, 1968. E.S.B. 44721/67.

(247/67) Construction of Sports City. January 22, 1968. E.S.B. 44722/67.

MALAYSIA

(246/67) Fertilizers for Sabah Rubber Fund Board. January 8, 1968. E.S.B. 44463/67.

MALTA

(247/67) Electricity Meters for Malta Electricity Board. January 9, 1968. E.S.B. 44751/67.*

MOZAMBIQUE

(244/67) Hydro-Electric Project for Ministerio do Ultramar. January 10, 1968. E.S.B. 44176/67.*

NEW ZEALAND

(246/67) Cable and Accessories for Auckland Electric Power Board. February 9, 1968. E.S.B. 44466/67.*

General Post Office:

(245/67) Telephone Terminal. January 23, 1968. E.S.B. 44414/67.*

(247/67) Copper Wire. January 29, 1968. E.S.B. 44755/67.*

(247/67) Steel. January 18, 1968. E.S.B. 44735/67.*

(246/67) Paper and Tracing Cloth for Government Printing Office. January 25, 1968. E.S.B. 44451/67.*

(247/67) Cable for New Zealand Railways. January 17, 1968. E.S.B. 44745/67.*

PAKISTAN

Directorate of Industries and Commerce:

(245/67) Electrical Laboratory Equipment. December 30. E.S.B. 44426/67.

(245/67) Machine Tools. January 1, 1968. E.S.B. 44427/67.

Directorate of Supply:

(247/67) Pharmaceuticals. (Further Information.) E.S.B. 37641/67.*

(247/67) Pump. January 10, 1968. E.S.B. 44732/67.*

Pakistan Western Railway:

(246/67) Graphite Electrodes. January 9, 1968. E.S.B. 44437/67.

(246/67) Train Lighting Cable. January 9, 1968. E.S.B. 44439/67.

SAUDI ARABIA

(244/67) Fish Research Station Equipment for Ministry of Agriculture and Water. January 10, 1968. E.S.B. 44166/67.

SINGAPORE, REPUBLIC OF

Port of Singapore Authority:

(245/67) Locomotive. January 26, 1968. E.S.B. 44058/67.*

(247/67) Marine Radar Navigator Sets. January 11, 1968. E.S.B. 44742/67.*

Singapore Polytechnic:

(245/67) Acoustic Equipment. January 12, 1968. E.S.B. 44109/67.*

(245/67) Animometer and Laminar Flow Table. January 12, 1968. E.S.B. 44415/67.*

SOUTH AFRICA

Cape Provincial Tender Board:

(247/67) Brushes. January 9, 1968. E.S.B. 44744/67.*

(247/67) Scientific Apparatus. January 9, 1968. E.S.B. 44743/67.*

(245/67) Cars, Commercial Vehicles, Motor Cycles for Department of Transport. January 26, 1968. E.S.B. 44417/67.*

SUDAN

(247/67) Railway Equipment for Gezira Board. January 15, 1968. E.S.B. 44731/67.*

(247/67) Pneumatic Hammer for Sudan Railways. January 15, 1968. E.S.B. 44730/67.*

THAILAND

(247/67) Tyre Manufacturing Materials for Ordnance Department (Bangue). January 8, 1968. E.S.B. 44728/67.*

State Railway of Thailand:

(247/67) Mild Steel. January 22, 1968. E.S.B. 44725/67.

(247/67) Bits. January 26, 1968. E.S.B. 44726/67.

(247/67) Boring Machine. January 24, 1968. E.S.B. 44727/67.*

(247/67) Glycerine for Thailand Tobacco Monopoly. January 3, 1968. E.S.B. 44724/67.

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:

(245/67) Isolating Switches. January 18, 1968. E.S.B. 44425/67.*

(245/57) Electricity Sub-Station Equipment. January 18, 1968. E.S.B. 44409/67.*

TURKEY

(244/67) Switchyard Equipment for Cement Industries of Turkey. January 15, 1968. E.S.B. 44161/67.*

(245/67) Angledozer Crawler Tractor for Ministry of Rural Affairs. January 22, 1968. E.S.B. 44433/67.*

(244/67) Cable for P.T.T. Genel Mudurlugu. January 10, 1968. E.S.B. 44163/67.*

(247/67) Tractor Bulldozer for State Railways Administration. January 10, 1968. E.S.B. 44760/67.*

UNITED STATES OF AMERICA

(247/67) Telephone and Annunciator Cable for Bonneville Power Administration. January 10, 1968. E.S.B. 44748/67.*

URUGUAY

(245/67) Vehicles for Ministry of Public Health. January 16, 1968. E.S.B. 44413/67.

State Oil and Alcohol Monopoly:

(245/67) Caustic Soda. January 16, 1968. E.S.B. 44411/67.

(245/67) Litharge. January 17, 1968. E.S.B. 44412/67.

ZAMBIA

Central Supply and Tender Board:

(245/67) Suture Needles. January 12, 1968. E.S.B. 44406/67.*

(245/67) Scales. January 12, 1968. E.S.B. 44405/67.*

(245/67) Pack Flat Wardrobes. December 29. E.S.B. 44404/67.*

(245/67) Alternator Set for Ministry of Works. Closing date postponed to December 29. (Further Information.) E.S.B. 42082/67.*

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, *Ext.* 427, *Telex* 25977, *AB: Bothillgate, Ldn.) at* 2*s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.*

Australia
(244/67) Agency inquiry for food irradiation plant. E.S.B. 43193/67.
(245/67) Agency inquiry for germicides; insecticides; pesticides. E.S.B. 43466/67.
(245/67) Inquiry for cable jointing and terminating devices. E.S.B. 44282/67.

Austria
(248/67) Agency inquiry for foodstuffs; toiletries. E.S.B. 43731/67.
(246/67) Inquiry for textile fabrics. E.S.B. 42843/67.
(248/67) Inquiry for blankets. E.S.B. 44533/67.

Barbados
(244/67) Agency inquiry for deck chairs; glassware; household linen; kitchen equipment and utensils; umbrellas. E.S.B. 41318/67.
(245/67) Agency inquiry for door locks; explosives; floor coverings; glues. E.S.B. 43318/67.

Bolivia
(246/67) Inquiry for shoe manufacturing machinery and materials. E.S.B. 44292/67.
(248/67) Inquiry for kilns; trolleys; rails. E.S.B. 29029/67.
(248/67) Inquiry for table-cloths. E.S.B. 38442/66.

Canada
(245/67) Agency inquiry for clothing fabrics. E.S.B. 43857/67.
(245/67) Inquiry for boring mill. E.S.B. 42969/67.
(245/67) Inquiry for refrigeration equipment. E.S.B. 43835/67.
(247/67) Inquiry for animal weighing equipment. E.S.B. 44676/67.
(247/67) Inquiry for furnishing fabrics. E.S.B. 43785/67.
(247/67) Inquiry for suede sheepskin leather. E.S.B. 44808/67.
(248/67) Inquiry for woollen piece-goods. E.S.B. 43860/67.

Cuba
(248/67) Abolition of Intercomex. C.R.E. 3900/G.

Czechoslovakia
(248/67) Inquiry for building machinery; railway construction equipment. E.S.B. 43968/67.

Denmark
(244/67) Agency inquiry for furniture fittings. E.S.B. 33036/67.
(245/67) Agency inquiry for marine equipment. E.S.B. 43706/67.
(247/67) Inquiry for tractor spare parts. E.S.B. 43369/67.

Dominican Republic
(248/67) Inquiry for storage tanks. E.S.B. 44885/67.

Faroe Islands
(245/67) Agency inquiry for consumer goods; foodstuffs. E.S.B. 41019/67.
(245/67) Inquiry for bags; clothing; cosmetics. E.S.B. 41009/67.

Finland
(247/67) Agency inquiry for cotton textiles. E.S.B. 33402/67.
(244/67) Inquiry for batteries; brushes; car requisites; fire extinguishers; flags; mattresses; paints; suitcases; sunglasses; umbrellas. E.S.B. 37930/67.

France
(245/67) Agency inquiry for artificial kidney machines E.S.B. 42836/67.
(245/67) Inquiry for flanged steel section. E.S.B. 43777/67.
(246/67) Inquiry for food processing machinery; packaging machinery. E.S.B. 44528/67.

†For further details of the 'Export Service Bulletin' see page 1612.

(246/67) Inquiry for textiles. E.S.B. 43480/67.
(247/67) Inquiry for metrological instruments. E.S.B. 43094/67.
(247/67) Inquiry for underwear manufacturing machinery. E.S.B. 44611/67.
(248/67) Inquiry for amplification systems. E.S.B. 44616/67.
(248/67) Inquiry for paper manufacturing machinery and equipment. E.S.B. 44619/67.
(248/67) Import of medical equipment. E.S.B. 44629/67.

Germany, Federal Republic of
(245/67) Agency inquiry for piece-goods. E.S.B. 43963/67.

Greece
(248/67) Inquiry for cellulose wrapping manufacturing plant and equipment. E.S.B. 44516/67.

Iceland
(247/67) Agency inquiry for buttons; linings; waterproof fabrics. E.S.B. 43906/67.

Iceland/Poland
(248/67) Trade Agreement.

Irish Republic
(246/67) Agency inquiry for hydrants; valves and fittings; water meters. E.S.B. 43798/67.
(247/67) Agency inquiry for adding machines; photocopying machines. E.S.B. 41481/67.

Israel
(245/67) Agency inquiry for security equipment. E.S.B. 15074/67.
(244/67) Inquiry for electric irons. E.S.B. 43851/67.
(244/67) Inquiry for steel products. E.S.B. 43852/67.

Italy
(246/67) Agency inquiry for knitwear. E.S.B. 44221/67.

Jamaica
(245/67) Agency inquiry for textiles. E.S.B. 44241/67.
(246/67) Agency inquiry for builders' hardware; drugs and pharmaceuticals; plastic working machinery. E.S.B. 44264/67.

Kenya
(245/67) Agency inquiry for steel. E.S.B. 44224/67.
(245/67) Inquiry for faucets and fittings; manhole covers; valves. E.S.B. 43921/67.
(245/67) Inquiry for galvanizing plant. E.S.B. 43877/67.
(245/67) Inquiry for industrial wheels. E.S.B. 43752/67.
(245/67) Inquiry for paper converting machinery. E.S.B. 42898/67.
(246/67) Inquiry for plumbers' blocks and bearings E.S.B. 43752/67.

Korea
(246/67) Inquiry for railroad equipment. E.S.B. 43653/67.

Lebanon
(245/67) Inquiry for boats and yachts; marine equipment. E.S.B. 44211/67.
(246/67) Inquiry in respect of electrical projects. E.S.B. 43853/67.
(247/67) Inquiry for foam rubber; furnishing fabrics; springs; spring manufacturing machinery. E.S.B. 44256/67.

Malawi
(244/67) Inquiry for tea caddies. E.S.B. 43484/67.

Malta
(247/67) Agency inquiry for kitchenware. E.S.B. 19513/67.

Mexico
(246/67) Agency inquiry for silk goods. E.S.B. 19845/66.
(246/67) Inquiry for foundry equipment; nickel. E.S.B. 41327/67.

Netherlands
(248/67) Agency inquiry for carpeting. E.S.B. 44301/67.

New Zealand
(244/67) Inquiry for forklift attachments. E.S.B. 43474/67.
(245/67) Inquiry for brass sheets or strip. E.S.B. 43800/67.
(246/67) Inquiry for air dryer. E.S.B. 44321/67.

Nigeria
(245/67) Inquiry for handkerchiefs; tailors' trimmings; ties; woollen fabrics. E.S.B. 44247/67.

Norway
(245/67) Inquiry for knitwear. E.S.B. 42635/67.
(247/67) Inquiry for marine equipment; safety equipment; winches. E.S.B. 44846/67.
(247/67) Inquiry for scale. E.S.B. 43059/67.

Philippines, Republic of
(247/67) Agency inquiry for hospital equipment; medical supplies. E.S.B. 34493/67.

Poland
(248/67) Inquiry for structural steel. E.S.B. 44244/67.

Saudi Arabia
(246/67) Inquiry for furniture; prefabricated houses. E.S.B. 42849/67.
(246/67) Inquiry for laboratory equipment; agricultural equipment. E.S.B. 29351/67.

South Africa
(245/67) Inquiry for raw and processed chemicals. E.S.B. 26079/67.
(246/67) Inquiry for fans. E.S.B. 43909/67.

Spain
(248/67) Agency inquiry for metal plates. E.S.B. 44209/67.

Sweden
(244/67) Inquiry for offset plates. E.S.B. 43748/67.

Switzerland
(244/67) Agency inquiry for adhesive paper; colouring books; office equipment. E.S.B. 41734/67.
(245/67) Agency inquiry for towels. E.S.B. 43030/67.
(245/67) Agency inquiry for insulating tape; agency inquiry for tubing; inquiry for vices. E.S.B. 43453/67.
(245/67) Agency inquiry for women's clothing. E.S.B. 38249/67.
(246/67) Agency inquiry for children's wear; dresses; knitwear. E.S.B. 44264/67.
(247/67) Agency inquiry for electrical capacitors. E.S.B. 44338/67.
(248/67) Agency inquiry for electrical appliances. E.S.B. 44272/67.
(245/67) Inquiry for eiderdowns; household linen; pillows. E.S.B. 44330/67.
(247/67) Inquiry for steel products. E.S.B. 43396/67.
(247/67) Inquiry for steel wire; strip steel. E.S.B. 43396/67.

Tunisia/Yugoslavia
(248/67) Trade Agreement.

Uganda
(247/67) Agency inquiry for domestic electrical appliances; measuring instruments; moisture testing equipment; projectors. E.S.B. 36896/67.

United States of America
(246/67) Inquiry for grey granite. E.S.B. 44245/67.
(246/67) Inquiry for marine equipment. E.S.B. 44586/67.
(247/67) Inquiry for wooden hoops – further information. E.S.B. 40399/67.
(248/67) The United States Bureau of Reclamation. E.S.B. 27168/67.

Western Samoa
(246/67) Inquiry for builders' supplies; foodstuffs; kitchenware; lawn mowers; ship chandlery. E.S.B. 40047/67.

Yugoslavia
(245/67) Agency inquiry for navigation aids; packaging machinery; steel products. E.S.B. 43714/67.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 *to* 5.30, *Mondays to Fridays. (Tel. City* 5757, *Ext.* 368, *or Telex No.* 25977.)

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the JOURNAL *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for eggs

THE *Board of Trade Journal* dated December 8, 1967 (page 1503), contains an announcement about the common organization of the market for eggs.

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel des Communantés Européennes* No. 300 dated December 9, 1967.

Regulation No. 970/67/CEE modifies the supplementary amount for certain products in the egg sector.

Regulation No. 971/67/CEE modifies the supplementary amount for certain eggs in the shell.

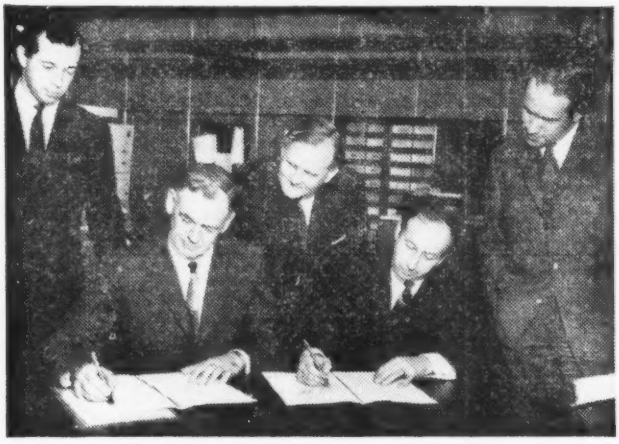
The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of these Regulations will be published by HMSO.

Further translations of the EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
16/67	Laying down the maximum amount of refunds applicable as from January 31, 1967, to exports to third countries of frozen beef and veal which has not been the object of intervention measures	8d. (11d.)
26/67	Amending the date of putting into force in the Federal Republic of Germany a system of import and export certificates in the olive oil sector	6d. (9d.)
29/67	Fixing the standard amounts for certain dairy products for the dairy season 1967-1968	6d. (9d.)
40/67	Amending Regulation No. 207/66 laying down new provisions to prevent deflection of intra-Community trade in frozen beef and veal	6d. (9d.)
103/67	Fixing the amounts of the variable components applicable during June 1967 to imports into member states of goods to which Regulation No. 160/66 applies	15s. 6d. (16s. 3d.)
152/67	Determining the conversion coefficients to be applied to the purchase price for lemons laid down in Regulation No. 126/67 of the Council	10d. (1s. 1d.)
185/67	Fixing the amounts of the variable components applicable during the third quarter of 1967 to imports into member states of goods to which Council Regulation No. 160/66 applies	6s. 3d. (6s. 9d.)
209/67	Fixing the basic price and the purchasing price for pears	10d. (1s. 1d.)
215/67	On the general rules governing refunds on production and exemption from levy for sugars for use in the chemical industry	10d. (1s. 1d.)
218/67	Amending Regulation No. 34/67 on certain measures concerning the import from third countries of frozen beef and veal and live cows for processing purposes	8d. (11d.)
221/67	Amending Regulation No. 41/67 to take into account the incidence of the single prices in the cereals sector on the system of trade applicable to compound feeding stuffs based on dairy products	8d. (11d.)
222/67	Amending Regulation No. 25/67 on procedure for suspending the levy on olive oil imports used in the preservation of certain products	8d. (11d.)
229/67	On methods of calculating the levy on processed products based on cereals and of pre-fixing the levy on certain of them	10d. (1s. 1d.)
253/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
256/67	Determining the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
258/67	Amending the adjustment applicable to refunds for cereals	8d. (11d.)
285/67	Supplementing the Commission Regulation No. 118/67 concerning certain transitional provisions applicable in the colza and rape seed sector	8d. (11d.)
288/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
289/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
290/67	Establishing the coefficients of approximation to be applied to the purchase price provided for in respect of pears by the Council's Regulation No. 309/67	10d. (1s. 1d.)
291/67	Establishing the list of representative producer markets in respect of pears	8d. (11d.)
292/67	Amending the export refunds fixed in Regulation No. 251/67 in respect of certain processed products based on cereals	10d. (1s. 1d.)
293/67	Fixing the levies on olive oil	8d. (11d.)
294/67	Determining the corrective amount applicable to the refund on cereals	8d. (11d.)
295/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d .(11d.)
296/67	Fixing the premiums to be added to levies on cereals and malt	8d. (11d.)
297/67	Determining the refunds on cereals and on certain classes of flour, groats and meal of wheat or rye	10d. (1s. 1d.)
301/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
303/67	Amending the levies applicable to cereal-based processed products	8d. (11d.)
307/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
312/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
313/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
318/67	On fixing an additional amount for certain egg products	8d. (11d.)
319/67	Fixing an additional amount on boned parts of poultry	8d. (11d.)
320/67	Fixing an additional amount for ovo-albumin and lacto-albumin	8d. (11d.)
322/67	Establishing a countervailing duty on imports of outdoor tomatoes from Rumania	8d. (11d.)
323/67	Determining a coefficient of approximation to be applied to the quotation for class II tomatoes for the purpose of calculating the entry price	8d. (11d.)
324/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
325/67	Fixing the premiums to be added to levies on cereals and malt	8d. (11d.)
326/67	Fixing the corrective applicable to refunds on cereals	10d. (1s. 1d.)
327/67	Fixing the export refund on oil seeds	8d. (11d.)
328/67	Determining the export refunds applicable to olive oil	8d. (11d.)
329/67	Fixing the refund on cereals for certain classes of flour, groats and meal of wheat or rye	10d. (1s. 1d.)

(EEC, *continued on next page*)



Axel Springer, a leading German publishing group, is to use London Press Exchange computer programmes in West Germany to assist in selling advertising space in their publications, announced Mr. George Clare, Axel Springer's director and representative, in London on December 5. The picture shows (left to right) Mr. Peter Masson (LPE), Mr. David Dutton (chief executive of LPE), Mr. F. Wendt (computer consultant), Mr. George Clare and Dr. O. Ernst (Axel Springer).

EEC, *continued*

Trade in processed agricultural products

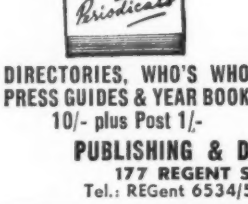
THE *Board of Trade Journal* dated July 7, 1967 (page 60) contained an announcement about Regulation No. 127/67/CEE which establishes the special provisions applicable to goods covered by Regulation 160/66/CEE and imported from the African and Malagasy States and the Overseas Territories of the EEC.

The *Journal Officiel des Communautés Européennes* No. 296 dated December 6, 1967, now contains a corrective to this Regulation.

The French text of this corrective may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London. E.C.4 (Tel. 01-248 5757, Ext. 479).

Imports from non-member countries into the European Economic Community

THE *Board of Trade Journals* dated September 15, 1967 (page 669) and November 10, 1967 (page 1206) contained details of goods which under the provisions of Article 115 of the Treaty of Rome will not benefit from community treatment when imported from another Member State even though they may be accompanied by a circulation certificate.



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The Journal Officiel des Communautés Européennes No. 296 dated December 6, 1967, contains the text of Decision No. 67/739/CEE authorizing Luxembourg, the Netherlands and Belgium to exclude from community treatment imports of the following goods until July 1, 1968.

Common Tariff No.	Product	Country of Origin
Ex 69.07	Small unglazed paving, hearth and wall tiles, excluding those of common pottery	Japan
Ex 69.08	Other small paving, hearth and wall tiles, excluding those of common pottery	Japan

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 479).

Common organization of the market for olive oil and oil seeds

THE *Board of Trade Journal* dated October 6, 1967 (page 862) contains an announcement about the common organization of the market for the oils and fats sector. Further notice about trade in this sector were published in the *Board of Trade Journals* dated October 20, 1967 (page 1010), October 27, 1967 (page 1066), November 3, 1967 (page 1134), November 10, 1967 (page 1207), November 17, 1967 (page 1284), November 24, 1967 (page 1355) and December 1, 1967 (page 1430).

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes* No. 292 dated December 1, 1967.

Regulation No. 939/67/CEE fixes the amount of refund for olive oil.

Regulation No. 940/67/CEE fixes the amount of refund for oil seeds.

The *Journal Officiel* No. 293 dated December 2, 1967 contains a corrective to Regulation 784/67/CEE, which relates to the determination of intervention centres for olive oil other than the principle centres; and to Regulation No. 785/67/CEE which relates to the forms of purchase of olive oil by intervention organizations.

Readers are reminded that the levies applicable to olive oil as introduced by Regulation No. 178/66/CEE and to oil seeds, as introduced by Regulation No. 252/66/CEE are published fortnightly and weekly respectively. The rates of these levies and the French text of the above Regulations and corrections may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of the Regulations will be published by HMSO.

Trade in cereal based animal foodstuffs

THE *Board of Trade Journal* dated November 17, 1967 (page 1284) contained an announcement about trade in cereal based animal feedstuffs.

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes* No. 292 dated December 1, 1967.

Regulation No. 937/67/CEE fixes levies applicable to imports of processed animal feedstuffs with a cereal or rice base.

Regulation No. 938/67/CEE relates to the fixing of refunds for processed feedstuffs with a cereal or rice base.

Regulation No. 941/67/CEE concerns the prefixing of levies and refunds for animal feedstuffs with a cereal base.

The *Journal Officiel* No. 297 dated December 7, 1967, contains the draft text of a proposed Regulation which has been submitted to the Council for approval. This proposed Regulation extends the period of validity of Regulation No. 361/67/CEE. which concerns the system of trade applicable to processed products with a cereal or rice base originating in the African and Malagasy States and the overseas territories, until May 31, 1969. A further announcement will be made when this has been approved.

The French text of the above Regulations and the proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of the Regulations will be published by HMSO.

Common organization of the market for poultry meat

THE *Board of Trade Journal* dated November 10, 1967 (page 1207) contained an announcement about Regulation No. 769/67/CEE which fixes export refunds in the poultry meat sector for the period beginning November 1, 1967.

The *Journal Officiel des Communautés Européennes* No. 293 dated December 2, 1967, now contains a corrective to this Regulation.

The French text of the above corrective may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.1 (Tel. 01-248 5757, Ext. 479).

Common organization of the market for cereals

THE *Board of Trade Journal* dated December 15, 1967 (page 1566) contained an announcement about the common organization of the market for cereals.

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes*.

Regulation No. 937/67/CEE fixes levies applicable to imports of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. 292 dated December 1, 1967).

Regulation No. 938/67/CEE relates to the fixing of refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. 292 dated December 1, 1967).

Regulation No. 941/67/CEE concerns the prefixing of levies and refunds for animal feedstuffs with a cereal base (*Journal Officiel* No. 292 dated December 1, 1967).

Regulation No. 942/67/CEE modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. 292 dated December 1, 1967).

Regulation No. 943/67/CEE fixes the refunds for cereals and husked rice exported in the form of goods not covered by Annex II to the Treaty of Rome (*Journal Officiel* No. 292 dated December 1, 1967).

The *Journal Officiel* No. 297 dated December 7, 1967 contains the draft text of two proposed Regulations which have been submitted to the Council for approval. The first of these completes Regulation No. 120/67/CEE (*Board of Trade Journal* dated July 7, 1967) in so far as it concerns the refund to be granted for products in the cereals sector exported in the form of sorbitol. The second extends the period of validity of Regulation No. 361/67/CEE, which concerns the system of trade to be applied to processed products with a cereal or rice base originating in the African and Malagasy States and the overseas territories, until May 31, 1969. A further announcement will be made when these have been approved.

The French text of the above Regulations and proposed Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of the Regulations will be published by HMSO.

Common organization of the market for rice

THE *Board of Trade Journal* dated December 15, 1967 (page 1566) contained an announcement about the common organization of the market for rice.

The text of the following Regulations which also affect trade in this sector was published in the *Journal Officiel des Communautés Européennes*.

Regulation No. 937/67/CEE fixes levies applicable to imports of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. 292 dated December 1, 1967).

Regulation No. 938/67/CEE relates to the fixing of refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. 292 dated December 1, 1967).

Regulation No. 942/67/CEE modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. 292 dated December 1, 1967).

Regulation No. 943 fixes the refunds for cereals and husked rice exported in the form of goods not covered by Annex II to the Treaty of Rome (*Journal Officiel* No. 292 dated December 1, 1967).

The *Journal Officiel* No. 296 dated December 6, 1967, contains a corrective to Regulation No. 472/67/CEE which determines the marketing centres for rice, other than Arles and Vercelli for the 1967/68 marketing year. Details of this Regulation were published in the *Board of Trade Journal* dated September 22, 1967 (page 727).

The Journal Officiel No. 297 dated December 7, 1967, contains the draft text of a proposed Regulation which has been submitted to the Council for approval. This proposed Regulation extends the period of validity of Regulation No. 361/67/CEE (*Board of Trade Journal* dated August 25, 1967, page 489) which concerns the system of trade to be applied to processed products with a cereal or rice base originating in the African and Malagasy States and the overseas territories, until May 31, 1969. A further announcement will be made when this has been approved.

The French text of the above Regulations and proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of the Regulations will be published by HMSO.

Common organization of the market for sugar

THE COMMISSION of the European Economic Community has submitted to the Council for approval the draft text of a proposed Regulation completing Regulation No. 44/67/CEE (*Board of Trade Journal* dated September 29, 1967), in so far as it concerns refunds to be granted for certain products in the sugar section exported in the form of mannitol and sorbitol.

The draft text of this proposed Regulation was published in the *Journal Officiel des Communautés Européennes* No. 297 dated December 7, 1967, and may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). It should be noted that the text of the Regulation when finally approved may differ from the draft text referred to above.

SPAIN

Customs tariff

THE FOLLOWING AMENDMENTS should be made to the list of modifications to the Spanish customs tariff published in the *Board of Trade Journal* of December 8, 1967 (page 1499):

Tariff heading	Description	Definitive Duty	Transitory Duty
84.47 E 4	Sculpture-copying machines	25%	13%*
86.04	Mechanically propelled railway and tramway coaches, vans and trucks, etc.	20%	15%

Reference to tariff headings 84.47E1 and 84.47E2 in the first and second tables, respectively, should be deleted and the following added to the second table:

Tariff heading	Description
86.04 A	Trucks specially designed for the assembly and maintenance of railways (rampers, graders, aligner, etc.).

Suspension of Customs duties

IN THE *State Gazette* of December 4, 1967, the Spanish authorities announced the suspension of import duties on fishmeal (Tariff heading 23.01B) until February 28, 1968.

ITALY

General Turnover Tax

THE ITALIAN GOVERNMENT in *Gazzetta Ufficiale* of November 17, 1967, published the application of the special additional General Turnover Tax introduced by Law No. 1162 of November 15, 1964, extending the Law until December 31, 1969.

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AUSTRIA

Increase in Customs duty on hens' eggs

THE *Board of Trade Journals* of April 29 and October 21, 1966, published notices to the effect that an increased rate of customs duty on hens' eggs would be payable during the period March 16, 1966, to October 31, 1967.

By an Order of the Federal Government of July 4, 1967, the decree under which this increase was imposed has been amended to make it valid until October 31, 1968.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

THE NETHERLANDS

Turnover tax

NOTIFICATION HAS BEEN received that the Netherlands Ministry of Finance propose to increase the rate of turnover tax on soft drinks, wine, beer, confectionery and mopeds from 10 per cent to 14 per cent from January 1, 1968. Increases in the rates of turnover tax payable on importation to the Netherlands will also come into effect on January 1, 1968, and a Decree giving full details of these increases is expected to be promulgated this week and will be published as soon as possible.

These are interim measures which will apply for one year only, as the Netherlands Government propose to introduce an added value tax system with effect from January 1, 1969.

BELGO-LUXEMBOURG ECONOMIC UNION

Import of cut flowers

THE QUOTA for the import of cut flowers into the Belgo-Luxembourg Union (BLEU) from this country for the period October 1, 1967, to March 31, 1968, has been increased from £10,000 to £12,000.

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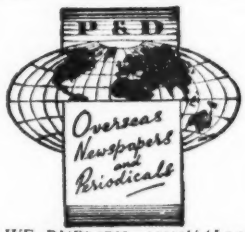

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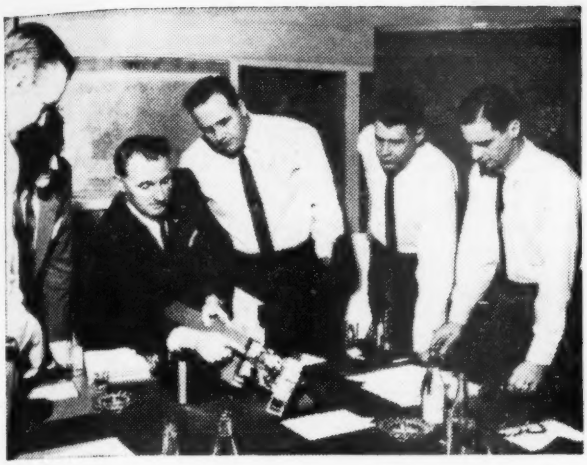

Mr. Ron Postle, export manager of Honeywell's Industrial Products Group, points out the features of a new instrument to be launched by the company in the United Kingdom and Scandinavia at the first sales conference of Honeywell IPG to be held in Stockholm. Honeywell's main plant at Newhouse in Lanarkshire manufactures the instruments marketed by Honeywell AB in Sweden.

FRANCE

Quotas for imports of goods admitted under a more favourable tariff regime

THE FRENCH *Journal Officiel* of December 10, 1967, published the following amounts and periods for the import of goods admitted under a more favourable tariff regime.

The qualifying conditions for these concessions are set out in an order of April 2, 1962, published in the French *Journal Officiel* of April 18, 1962.

Tariff No.	Description	Amount of quota (metric tons net)	Period valid
Ex 25.18 B	Fritted dolomites	25,000 tons	1st half 1968
28.30 A I a, 28.39 B I, 28.39 B III, 28.58 C, 29.25 A I, 31.02 B I b, & 31.02 B II a	Ammonium chloride, sodium nitrate, calcium nitrate, calcic cyanide, urea, mineral or chemical nitrogeneous fertilizers, single, other than natural sodium nitrate and ammonium nitrate, and ammonitrates (1)	9,250 tons of nitrates for the whole	1st half 1968
29.01 B I b 1	Benzene, intended for use other than as fuels	42,000 tons	1st half 1968
47.01 A	Mechanical or chemical wood pulp and paper pulp (2)	17,000 tons of pulp at 90% dryness	year 1968
47.01 B I a	Wood pulp, chemically treated by the sulphate of soda processes, unbleached (2)	200,000 tons of pulp at 90% dryness	year 1968
47.01 B I b & 47.01 B II a & b	Wood pulp, chemically treated by the sulphate or soda processes, bleached; wood pulp chemically treated by bisulphate processes, bleached or unbleached (2)	80,000 tons of pulp at 90% dryness	year 1968
69.02 B I b 1 & 69.02 B II a	Refractory bricks, blocks, tiles and similar refractory constructional goods	60,000 tons	1st half 1968
73.15 A VI a 1	Sheets and plates, hot-rolled, pickled or not	167 tons	year 1968
73.15 A VI d 1 aa	Sheets and plates, otherwise worked, simply cut to shape other than square or rectangular	23 tons	year 1968
76.01 B I a	Aluminium waste (turnings, etc.) intended for refinery	1,500 tons	1st half 1968
76.01 B I b	Other aluminium waste intended for refining	2,500 tons	1st half 1968
76.01 B II	Aluminium scrap	4,000 tons	1st half 1968

(1) (a) This quota is opened solely for products of a type which will be used as fertilizers or for the manufacture of fertilizers.
(b) The products must be used for the purposes stated within one year of the date of registration of the customs declaration.
(c) The products imported under this quota for the manufacture of fertilizers are subject to the fulfilment by the actual consignees, assignees and users, of the formalities laid down in Article 4 of the order of June 28, 1963, fixing the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use. The same rule applies, except to the actual users, for products used as fertilizers in the state in which they are imported.
(d) Applications for import licences for this quota must state the nitrogen content.
(2) The weight to be shown on import licence applications for these quotas is that of the pulp regarded as of 90 per cent dryness.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

RHODESIA

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations 1967 (No. 10) and (No. 11) published as Rhodesia Notices No. 795 and No. 886 on October 27 and November 24 respectively, amend the Customs and Excise (Suspension) Regulations 1967, to the following extent:

	Effective Rate
FIRST SCHEDULE.	
Rhodesia Notice No. 795.	
(a) By the repeal of the following item:	
Ex 120 (a) Aluminium sheets, square, of a thickness of ·009 inch and having sides measuring not less than 2 feet and not more than 3 feet	Free
And by the substitution of:	
Ex 120 (a) Aluminium sheets, rectangular, of a thickness of ·009 inch having sides measuring not less than 2 feet and not more than 3 feet	Free
(b) By the repeal, in the item 'Ex 122 (1) Iron and Steel' of:	
(b) (i) Flat or in coils, corrugated or channelled, being galvanized; uncoated or rough coated to prevent rust; of a thickness of not not less than ·0196 inch but less than ·125 inch	5%
And by the substitution of:	
(b) (i) Flat or in coils, corrugated or channelled, being galvanized; corrugated or channelled, uncoated or rough coated to prevent rust; of a thickness of not less than ·0196 inch but less than ·125 inch. *ad val.*	5%
(c) By the insertion, in numerical order, under the appropriate headings, of the following items:	
Ex 72 (2) (b) Plastic film of polypropylene incorporating a small amount of polyvinylidene-chloride; in sheets of a size of not less than 16 inches by 15 inches or in rolls of a width of not less than 48 inches; unprinted	Free
Ex 162 (3) Calcined magnesite *ad val.*	5%
Ex 202 Animal and vegetable oils, boiled, oxidized, dehydrated, sulphurized, blown or polymerized by heat in vacuum or in inert gas, having a viscosity of not less than 2 poises at a temperature of 25 degrees Centigrade, but excluding linoxyn, factise, hydrogenated oils and oils suitable for use as prepared varnishes: in bulk	Free
Rhodesia Notice No. 886.	
(a) By the repeal of the following item:	
Ex 120 (a) Aluminium rod: of sector sharpened cross-section in length exceeding 1,000 feet, or of circular cross-section with a diameter of not less than $\frac{1}{2}$ inch and not more than $\frac{3}{4}$ inch in lengths exceeding 2,000 yards	Frree
And by the substitution of:	
Ex 120 (a) Aluminium rod of sector shaped cross-section in lengths exceeding 1,000 feet, or of circular cross-section with a diameter of not less than $\frac{1}{8}$ inch and not more than $\frac{1}{4}$ inch in lengths exceeding 1,000 yards	Free

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TANZANIA

Import licensing regulations

GENERAL NOTICE No. 2441 (Open General Licence) published in the United Republic of Tanzania Official *Gazette* of December 1, 1967, cancels Government Notice No. 1411 (published in the *Board of Trade Journal* of August 4, 1967, pages 296-298) and subsequent amendments to the Open General Licence, and sets out the Schedule of Goods including those of United Kingdom origin, for which specific import licences are required. The details are as follows:

Second Schedule

Column 1 – Code	Column 2 – Goods
001 1 0	Bovine cattle
011 1 0	Meat of Bovine animals (beef, veal)
011 3 0	Meat of swine (pork)
012 1 0	Bacon, ham and other dried salted or smoked pig meat
013 4 0	Sausages
022 1 1	Milk, skimmed
022 1 2	Cream
022 1 9	Other
022 2 1	Patent and proprietory infants milk
022 2 2	Skimmed milk (powder form)
022 2 9	Other dried milk
023 0 1	Butter
023 0 2	Clarified butter (ghee)
024 0 0	Cheese and curd
025 0 1	Eggs
031 1 0	Fish, fresh, chilled or frozen
041 0 0	Wheat (including spelt) and meslin, unmilled
042 0 0	Rice
043 0 0	Barley, unmilled
044 0 0	Maize (corn), unmilled
045 9 1	Millet
045 9 9	Cereals, unmilled, other
046 0 0	Meal and flour of wheat or of meslin
047 0 1	Meal and flour of maize
047 0 9	Meal and flour of cereals, n.e.s.
048 4 1	Biscuits
053 3 1	Jams, marmalades and fruit jellies
054 1 0	Potatoes, fresh (not including sweet potatoes)
054 5 1	Onions
061	Sugar and honey
062 0 0	Boiled sweets, toffees and caramels
071 1 8	Coffee, roasted, including ground, and coffee substitutes containing coffee
075 1 1	Chillies
075 2 9	Spices, other: Tumeric, curry powder
091 4 1	Ghee substitutes (vegetable ghee)
091 4 9	Margerine and other edible fats, but not including animal lard
099 0 8	Ice cream, prepared
111 0 1	Waters, mineral, aerated and table
111 0 2	Lemonade and flavoured waters
112 3 0	Beer (including ale, stout, porter)
112 4 2	Gin and geneva
264 0 0	Jute (including jute cutting and waste)
275 0 9	Industrial diamonds
285 0 0	Silver and platinum ores and concentrates
292 4 3	Pyrethrum flowers and powder
292 9 5	Pyrethrum extract
332 1 2	Other motor spirit
332 2 1	Jet fuel
323 2 2	Illuminating kerosene
332 2 3	Power kerosene
332 2 4	Mineral turpentine, white spirit, etc.
332 3 1	Distillate fuels, heavy black, for low speed marine and stationery engines
332 3 2	Distillate fuels, light amber, for high speed engines
332 4 0	Residual fuel oils (marine, furnace and similar fuel oils, black, for burning in oil-fired boilers and furnaces)
332 9 1	Asphalt and bitumen
341 1 1	Liquid petroleum gas, including butane and propane gases and mixtures thereof
341 2 0	Gas, manufactured
422 3 0	Coconut (copra) oil
533 3 1	Distempers
533 3 9	Paints, enamels, lacquers, varnishes (not artists' colours)
551 2 1	Flavour materials, concentrates and essences
553 0 9	All toilet preparations, perfumery and cosmetics with the exception of dentifrices and perfumed spirits
554 1 1	Soap, toilet (including medical soap)
554 1 9	Soap, laundry
554 2 0	Soap powders and detergents
544 3 0	Polishes, pastes, powder and similar preparations for polishing and preserving leather, wood, metal, glass and other materials
571 3 0	Fireworks
581 2 0	Products of polymerization and copolymerization (e.g. polyenthylene, polysterene, polyvinyl, etc., derivatives, coumeroncindene resins)
599 2 0	Insecticides, fungicides, disinfectants (including sheep and cattle dressings) and similar preparations
629 1 1	Bicycle tyres
629 1 5	Bicycle tubes
642 1 0	Paper bags, paper board boxes and other containers of paper or paper board
642 2 0	Envelopes, writing blocks, letter pads and similar paper stationery of the kind used in correspondence, n.e.s.
642 3 0	Exercise books, registers, albums, memorandum blocks and other stationery of paper or paper board (excluding diaries)
652	Cotton fabrics, woven, including cotton velvets, plushes, corduroy and furnishing fabrics
653 2 0	Woollen fabrics, woven (including fabrics of fine hair)
653 4 1	Jute fabrics, woven, including hessian and sacking in the piece
653 5 1/9	Textile fabrics, woven, of synthetic fibres, of regenerated (artificial) fibres and glass fibres
653 9 1	Sisal fabrics
655 6 2	Cordage, rope, twine of jute
655 6 3	Cordage, rope, twine of sisal
655 6 5	Fishing nets and netting only (not fishing lines)
656 1 1	Jute bags and sacks
656 1 2	Sisal bags and sacks
656 2 0	Tarpaulin, tents, awnings, sails, other made-up canvas goods
656 9 0	Bed sheets, bed spreads, chorsa, table cloths, towels and similar articles
661 1 0	Lime
661 2 1	Cement, portland
661 2 2	Cement, building, other
665 1 0	Carboys, bottles, jars, flasks, and similar containers, stoppers and other closures of glass
665 2 0	Glass tableware and other articles of glass for household, hotel and restaurant use
667 2 0	Diamonds (other than industrial diamonds), not set or strung
	Plates and sheets, coated, excluding tinned plates and sheets
674 9 1	Corrugated, of a thickness of ·014 inch or less
674 9 2	Corrugated, of a thickness exceeding ·014 inch
674 9 3	Flat, galvanized, including sheet in coil of a thickness of ·014 inch or less
674 9 4	Flat, galvanized, including sheet in coil of a thickness exceeding ·014 inch
684 2 2	Aluminium circles
684 2 3	Aluminium coils
684 2 4	Aluminium corrugated sheets
684 2 5	Aluminium flat sheets and plates
691	Louvre windows and components
694 1 0	Nails, wire
695 1 1	Hoes (jembe)
697 1 1	Pressure stoves
697 2 1	Buckets of iron or steel (not enamelled and not sanitary buckets)
697 2 4	Enamelled hollow-ware, n.e.s.
697 2 5	Aluminium ware, domestic
698 8 1	Crown corks
698 9 0	Earth pans (karai)
698 9 3	Articles made of aluminium, n.e.s.
724 2 1	Wireless receiving sets, domestic, including car radios and radiograms
724 2 9	Other (radio broadcast receivers, whether or not combined with gramophones), including spares
729 1 1	Motor vehicles batteries
729 1 2	Cells, dry, for torches, transistor radios, etc.
733 1 1	Cycle, not motorized, complete
733 1 2	Cycle parts, including invalid carriage
821	Furniture
831 0 1	Suitcases made of fibre
831 0 2	Handbags made of fibre
841 1 1	Shirts of textile fabric, not knitted or crocheted
841 1 2	Outer garments
841 1 3	Under garments and nightwear
841 4 1	Cardigans, jerseys, jumpers, pullovers and slipovers (slipovers knitwear)
841 4 2	Stockings and hose
841 4 3	Vests and singlets (knitwear)
841 4 4	Under garments (knitwear), n.e.s.
841 4 9	Other (knitwear)
841 7 0	Secondhand shirts of all types whether knitted, crocheted or of woven fabric
851	Footwear
863 0 0	Cinematographic film, developed
893 0 2	Polythene bags
893 0 3	All table and other household articles of plastic materials
893 0 9	Other articles of plastic materials: Hose pipes, beads, necklaces, sheeting, tubing of all types
895 9 0	Chalk sticks
899 3 2	Matches in packings of 50 matches or less, per container
899 3 3	Matches in packings of more than 50 matches
991 0 1	Gold

The classification numbers appearing in Column 1 of the Second Schedule are the group and code numbers of the Official Import and Export List published under *EACSO Gazette* Supplement No. 17 of November 30, 1963, and which came into operation on January 1, 1964.

Where the Group Number only is shown, all the items in that group are included. The letters n.e.s. where they appear mean 'not elsewhere specified' in the Official Import and Export List.

Notes for the Guidance of Importers

All applications to import the undermentioned goods should be submitted to State Trading Corporation, P.O. Box 883, Dar es Salaam, and not direct to the Office of the Imports Controller:

Jute, including jute cuttings and waste
Fabrics of jute
Sisal fabrics
Sisal cordage, cables and ropes
Jute sacking, twine
Sisal bags, new or used
Jute bags, new or used
Cotton fabrics, woven, including khanga, khaki drills, etc.
Fabrics of synthetic fibres, of regenerated (artificial) fibres and glass fibres
Woollen fabrics, woven (including fabrics of fine hair)
Bedsheets, bed spreads and chorsa
Bicycle or other cycles and spares
Bicycle tyres and tubes
Milk and cream, other than fresh
Sugar
Cement
Matches
Louvre windows and components

Applications to import 'Cinematographic film, developed' must be first submitted to National Development Corporation, PO Box 2669, Dar es Salaam, and not direct to the office of the Imports Controller.

Shirts – Licences may be granted to import shirts originating from outside Kenya and Uganda under Code No. 841-1-1 to the value of Shs. 250/- per dozen f.o.b. and above.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 472).

Customs tariff amendments

Government Notice No. 341 published in the United Republic of Tanzania *Official Gazette* of November 28, announces the Customs Tariff (Imposition of Suspended Duty) (Coffee Extracts, Essences and Concentrates) Order, 1967, the effective date being November 29, 1967.

Under this Order the suspended duty of 7½ per cent *ad valorem* in respect of paragraph (b) of item 9 (relating to coffee extracts,

essences and concentrates) in the First Schedule to the Tanzania Customs Tariff Act is hereby imposed.

Note:

The effect of this amendment is to bring the duty on item 9 (b) to 7½ per cent *ad valorem*.

Government Notice No. 342 published in the above *Gazette* of November 28, announces the Customs Tariff (Imposition of Suspended Duty) (Wheat and Wheat Flour) Order, 1967, the effective date being November 28, 1967.

Under this Order the suspended duty of 30 per cent *ad valorem* in respect of paragraph (a) of item 8 (relating to wheat and wheat flour) in the First Schedule to the Tanzania Customs Tariff Act is hereby imposed.

Note:

The effect of this amendment is to bring the rate of duty on item 8(a) to 30 per cent *ad valorem*.

Any inquiries relating to these notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

GHANA

Short-term debts

DETAILS OF THE Bank of Ghana's plans for dealing with short-term debts were published in the *Board of Trade Journal* dated September 22, 1967, page 733. The Bank of Ghana have reviewed the debt situation and have now issued a further statement which is reproduced below:

'The Bank of Ghana has carried out a further quarterly review of the scheme for the settlement of arrears of current payments authorized by Exchange Control that were, as at May 31, 1966, awaiting foreign exchange cover. As a result the Bank announces that foreign exchange cover will be provided forthwith to the commercial banks for the transfer of all remaining amounts that were due for transfer before May 1, 1966. As in previous quarterly reviews, this cover will be provided at the rates of exchange ruling up to July 8, 1967.

The position after these payments will be that (apart from amounts due to the large creditors for which separate arrangements have been made):

(i) All amounts up to £2,500 will have been cleared up to May 1, 1966.

(ii) All transfers (except items of a capital nature) requested up to April 30, 1966, will have been covered irrespective of the amount.

(iii) The only arrears now outstanding on this account will be transfers larger than £2,500 requested in May 1966.

This announcement does not affect the separate arrangements with the large creditors which continue as before.

The next review will be carried out during February 1968.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

Devaluation affecting imports

THE FOLLOWING NOTICE was published in the Ghana Commercial and Industrial Bulletin of December 8, 1967:

Notice to Importers No. 301

Importers are hereby notified that, notwithstanding the recent devaluation of the Sterling, all Import Licences and Open General Licence Commitment Forms which were issued between July 8 and November 18, 1967 will be regarded as having only the original foreign exchange content at New Cedi 2.86=£1. This means that, if the Import Licences and Open General Licence Commitment Forms are used for imports from the United Kingdom or any other country which has devalued its currency, importers will not be enabled, merely because of the sterling devaluation, to bring in goods having a greater foreign exchange cost.

As regards cedi payments to meet maturing Bills under these Import Licences/Open General Licence Commitment Forms, these will be paid at the rate of exchange ruling when they mature. In most cases this will be at New Cedi 2.45=£1, so that the importer will have to pay less for the goods.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting Reference CRE 21550/G.

MALAWI

Customs tariff changes

MALAWI GOVERNMENT NOTICE NO. 241 amends the customs tariff with effect from November 17, 1967, to the following extent (Britain pays the column 6 rate of duty):

PART III – CUSTOMS DUTIES

(a) In subheading 27.10.11 by the addition in Column 2 thereof after the words 'jet turbine fuels' of a colon followed by the words 'for use in aircraft engines'.

(b) by the deletion of Note 2 to Chapter 45 and the substitution therefor of the following:

'2 – *(A further note relating to this Chapter is contained in the Nomenclature)*'

(c) by the addition in Chapter 45 of a new Note 3 immediately following Note 2 thereof –

'3 – *(Informative Note: This Chapter covers natural cork, agglomerated cork and articles thereof*'

(d) by the deletion of all the material in Colums 1 to 6 inclusive in respect of all headings in Chapter 45 immediately after the conclusion of the Chapter Notes thereof and the substitution therefor of the following:

1 BTN No.	2 Nomenclature	3	4	5 Effective Rates	6
(45.01-45.04)					
45.00.01	**All Goods in this Chapter, n.e.s.**	—	Free	Free	Free
45.00.02	Corks, packaging materials; fishing net floats; building materials	—	Free	Free	Free
45.00.99	Domestic articles	—	30%	30%	20%

(e) by the deletion of all the material in Columns 3, 4, 5 and 6 relating to heading No. 61.06 and the substitution therefor of the following:

1	2	3	4	5	6
61.06	Shawls, scarves, mufflers, mantillas, veils and the like	— per lb.	30% or £0 4s. 4d.	30% or £0 4s. 4d.	20% or £0 3s. 0d.

(f) by the deletion of all material in Columns 3, 4, 5 and 6 relating to subheading No. 62.02.99 and the substitution therefor of the following:

1	2	3	4	5	6
62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles:				
62.02.99	Other	— per lb.	30% or £0 4s. 4d.	30% or £0 4s. 4d.	20% or £0 3s. 0d.

(g) by the deletion of all the material in Column 3, 4, 5 and 6 relating to subheading No. 65.06.02 and the substitution therefor of the following:

1	2	3	4	5	6
65.06.02	Turbans and similar rectangular articles ready for use whether singles or joined	— per lb.	30% or £0 4s. 4d.	30% or £0 4s. 4d.	20% or £0 3s. 0d.

Malawi Government Notice No. 242, Customs and Excise (Heading 100.15) Notice, (No. 2) 1967, sets out the goods which are approved for classification under heading 100.15 as follows:

Fishing nets, containing more than 5 per cent by weight of man-made fibres, of a kind not manufactured in Malawi, when imported for use by an approved industrial undertaking or enterprise.

An inquiries concerning the notices above should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

KENYA

Import licensing regulations

LEGAL NOTICE No. 251 published in the Kenya *Official Supplement*, announces with effect from November 29, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 7) Order, 1967, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended, is now further amended by the addition of the following item:

Item No.	Description
641 3 0	Kraft paper, and fluting material used for the manufacture of corrugated cardboard.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R.1945 and R.1946, published in the Republic of South Africa Government *Gazette* of December 8, amend the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
R.1945				
73.05.50 Sponge iron or steel	lb.	10%		
By the substitution for the rate of duty in Column III of the following . . .		'Free'		
R.1946				
90.17 Medical, dental, surgical, etc., instruments:				
By the substitution for sub-heading 90.17.20 of the following:				
90.17.20 Hypodermic needles (including dental injection needles):				
.10 Without hubs	No.	15%		
.90 Other	No.	5c. per doz.		

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable of a proposal to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
1. Utilization of Hog Bristles . . .	(i) Processed Hog Bristles. (ii) Processed Hog Bristle products.
2. Metal working	Welded steel chains.
3. Stationery	Office machine ribbons.

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance, Singapore, before January 8, 1968, of his objections and of the grounds on which they are based.

NEW ZEALAND

New Zealand-Australia Free Trade Agreement

PURSUANT TO Article 3 of the New Zealand-Australia Free Trade Agreement Act, 1965, details of which were published in the *Board of Trade Journal* on September 17, 1965 (page 638) and September 24, 1965 (page 704), the products listed in the following schedule have been nominated by New Zealand and Australia for addition to Schedule A at January 1, 1969.

Prior to formal inclusion in Schedule A, interested persons are invited to make representations on any nominated product or products. Notifications of intention to lodge a submission should be sent to the Secretary, Tariff and Development Board, PO Box 5070, Wellington by February 16, 1968. The Tariff and Development Board will notify to persons making representations the form of the final submission and the date on which it will be required.

Any inquiries on procedures may be directed to the Secretary, Tariff and Development Board, Wellington.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

SCHEDULE

Australian Tariff Item No.	BTN Heading No.	Description in terms of the New Zealand Tariff	New Zealand Tariff Item No.
09.10.221	ex 09.10	Thyme, saffron and bay leaves; other spices, viz. .	ex 09.10.03
09.10.229		Ginger, dry, unground.	09.10.04
ex 09.10.23		Ginger preserved in brine.	
ex 15.10.1	ex 15.10	Fatty acids; acid oils from refining; fatty alcohols, viz.:	ex 15.10.11 ex 15.10.19
		Tall oil fatty acids.	
20.02.51 to 20.02.59	ex 20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid, not including: Tomato paste, pulp, puree or juice, having a dry weight content of 7% or more.	20.02.02 to 20.02.05
ex 20.02.61		Olives and capers.	ex 20.02.11
ex 20.02.62		Pickles in packs exceeding one gallon.	ex 20.02.19
ex 20.02.64		Gherkins packed in liquid or in airtight containers.	
ex 20.02.69 20.02.919		Potatoes.	
ex 20.02.99			
21.05.11	ex 21.05	Soups and broths, in liquid, solid or powder form, not including:	21.05.09
ex 21.05.19		Fish, crustacean or mollusc.	
ex 21.05.9			
ex 39.02.11 ex 39.02.12 ex 39.02.13	ex 39.02	Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins), viz.: Powder, granules, flakes, blocks, lumps and similar bulk forms of polyethylene or polystyrene.	ex 39.02.11 ex 39.0219
ex 49.11.3 ex 49.11.79	ex 49.11	Other printed matter, including printed pictures and photographs, viz.: Travel brochures and leaflets.	ex 49.11.04
ex 59.17.12 ex 59.17.191 59.17.91	ex 59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant, viz.: Bobs or wheels, polishing or scouring, of felt or in which the material of chief value is felt. Straining cloths for filter bags. Woven textile felts of a kind commonly used in papermaking.	ex 59.17.09
70.11	70.11	Glass envelopes (including bulbs and tubes) for electric lamps, electronic valves or the like.	70.11.00
71.03	71.03	Synthetic or reconstructed precious or semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport).	71.03.00
ex 73.40.991	ex 73.40	Other articles of iron or steel, viz.: Fittings for ships, boats and other vessels, not including: Beam straps, Highfield levers, hoist yokes, mast bands, mast hounds, spinnaker pole ends, spreader sockets, stay adjusters and tiller extensions of stainless steel. Splash lubricated fishing rollers.	73.40.59
75.01.1	ex 75.01	Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unwrought nickel (excluding electro-plating anodes); nickel waste and scrap; not including: Waste and scrap.	75.01.10
75.01.2			75.01.20
75.02.11 75.02.12 75.02.19	ex 75.02	Wrought bars, rods, angles, shapes and sections, of nickel; nickel wire, not including: Wire.	75.02.01 75.02.02

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

Australian Tariff Item No.	BTN Heading No.	Description in terms of the New Zealand Tariff	New Zealand Tariff Item No.
75.03.3	ex 75.03	Wrought plates, sheets and strip, of nickel; nickel foil; nickel powders and flakes, viz.: Powders and flakes.	75.03.09
82.09.1 ex 82.09.21 82.09.29	ex 82.09	Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06, viz.: Fruit peeling knives. Knives of the kind used at the table or in kitchens, but not including butchers' and slaughtermen's knives.	82.09.04
ex 82.11.9	ex 82.11	Razors and razor blades (including razor blade blanks, whether or not in strips), viz.: Safety razor blades.	82.11.03
ex 84.06.4 ex 84.06.5	ex 84.06	Internal combustion piston engines; viz.: Aircraft engines and parts	84.06.1 to 84.06.19
ex 84.22.329	ex 84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors, and teleferics), not being machinery falling within heading No. 84.23, viz.: Tower cranes.	ex 84.22.01
ex 84.24.1 ex 84.24.2 ex 84.24.9	ex 84.24	Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, harrows, cultivators, seed and fertilizer distributors); lawn and sports ground rollers, viz.: Rotary hoes and rotary tillers and parts therefor. Stone-removing machines.	84.24.11 to 84.24.14 ex 84.24.92 ex 84.24.99
ex 84.25.141 ex 84.25.149 ex 84.25.39 ex 84.25.9	ex 84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.29), viz.: Motor mowers of the reel (cylinder) type. Forage harvesters.	84.25.13 84.25.14 84.25.45 84.25.46 ex 84.25.52 ex 84.25.53
ex 84.45.211	ex 84.45	Machine-tools for working metal or metallic carbides not being machines falling within heading No. 84.49 or 84.50, viz.: Band sawing machines.	ex 84.45.01 ex 84.45.09
85.07.11	ex 85.07	Shavers and hair-clippers, with self-contained electric motor, viz.: Shavers.	85.07.01
ex 85.44.99	ex 85.44	Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers, viz.: Audio-frequency electric amplifiers.	85.14.04 85.14.05
ex 85.15.5 ex 85.15.9	ex 85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radiobroadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus, viz.: High-frequency tuners for broadcast frequencies. High-frequency transmitting and receiving apparatus. Television translators.	ex 85.15.41 ex 85.15.42 ex 85.15.48 ex 85.15.49
ex 85.22.9	ex 85.22	Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter, viz.: Metal detectors.	ex 85.22.20
ex 85.24.91 ex 85.24.99	ex 85.24	Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes, not including: Furnace electrodes. Projector and arc-lamp carbons. Welding electrodes. Carbon brushes.	ex 85.24.09
ex 87.06.919 ex 87.06.999	ex 87.06	Parts and accessories of the motor vehicles falling within heading No. 87.01, 87.02 or 87.03, viz.: Seat belts.	ex 87.06.09
90.03	90.03	Frames and mountings, and parts thereof, for spectacles, pince-nez, lorgnettes, goggles and the like.	90.03.00
ex 90.04.09	ex 90.04	Spectacles, pince-nez, lorgnettes, goggles and the like, protective or other, viz.: Sun (or glare) glasses, non-powered, excluding goggles.	ex 90.04.09

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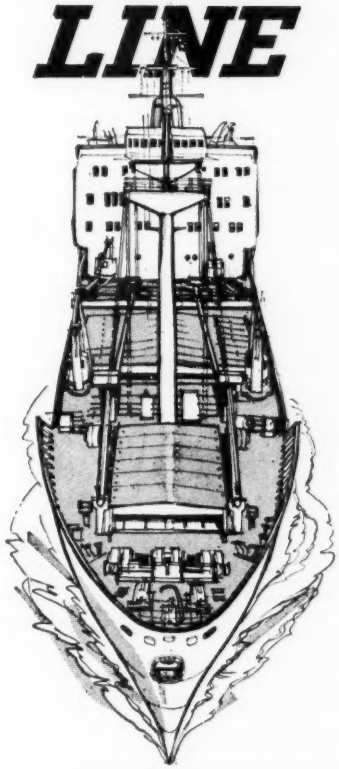

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AUSTRALIA

Tariff Board inquiry (1)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **gang slitting machines** (tariff items 84.45.530 and 84.45.590).

This inquiry is the result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
84.45	Machine-tools for working metal or metallic carbides, not being machines falling within item 84.49 or 84.50:		
84.45.5	Cutting, shearing, slitting or nibbling machines, not falling within sub-item 84.45.4.		
84.45.530	Slitting machines, gang, designed for cutting mild steel sheets not exceeding 40 inches in width and of a thickness not exceeding 0·0991 inch	40%	27½%
84.45.590	Other	7½%	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than January 3, 1968.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2478/67.

Tariff Board inquiry (2)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **wheel trims (including nave plates)** (tariff item 87.06.999).

This inquiry is the result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
87.06	Parts and accessories for motor vehicles of a kind falling within item 87.01, 87.02 or 87.03:		
87.06.9	For other motor vehicles:		
87.06.99	Other:		
87.06.991*	Road wheels of the disc type, in any of the following sizes: 6·0 by 20, 6·5 by 20, 7·0 by 20, 7·5 by 20	37½%	27½%
87.06.992*	Accessories wholly or essentially of rubber.	40%	12½%
87.06.999	Other	37½%	27½%

* Given for information only: does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than January 3, 1968.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2481/67.

Tariff changes (including temporary duties)

DETAILS ARE given below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on December 4, 1967. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	After Note 2 to Division VI, insert the following note: 3. *Where, in a tariff classification in this Division that applies to goods, a rate of duty is expressed to apply as if the goods consisted wholly of the constituent that gives them their essential character, for the purposes of that rate, those constituents to which if imported separately the same tariff classification would apply shall be deemed to be a single constituent.*				
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), being goods not falling within any other item; residual products of the chemical or allied industries, being goods not falling within any other item:				
38.19.9	Other:				
38.19.93	[Products and preparations of or being essentially non-chemically defined compounds-				
38.19.931	Put up for retail sale	22½%	10%	No change (Under new item 38.19.931)	
38.19.939	Other]	7½%	Free	No change (Under new item 38.19.939)	
38.19.93	*Non-chemically defined products that are not mixtures:*				
38.19.931	*Put up for retail sale*	No change (Under former item 38.19.931)		22½%	10%
38.19.939	*Other*	No change (Under former item 38.19.939)		7½%	Free
	After Note 11 to Chapter 40 insert the following note: 12. *The following goods are specified for the purposes of sub-item* 40.12.2, *that is to say, hot water bags that:* (a) *Were in transit to Australia on October* 27, 1967; *and* (b) *Are entered for home consumption within 21 days after importation.*				
40.10	Transmission, conveyor or elevator belts, or belting, of vulcanized rubber:				
40.10.100	Reinforced solely with metal	7½%	Free	35%	25%
40.12	Hygienic and pharmaceutical articles (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber:				
40.12.200	Hot water bags	35%	20%	35% and, except in respect of goods specified in Note 12 to this Chapter, if the f.o.b. price per bag is less than $0·52, a temporary duty of an amount per bag equal to the difference.	20%

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Tariff Board inquiry (3)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of the undermentioned **engines, pumps, valves, etc.**

(a) Outboard engines (Tariff item 84.06.210)
(b) Hydraulic engines and motors (including water wheels and water turbines). (Tariff items 84.07.110; 120; 900)
(c) Other engines and motors (but not including internal combustion piston engines). (Tariff items 84.08.100; 84.08.900)
(d) Pumps (including motor pumps and turbo pumps) for liquids and liquid elevators of the bucket, chain, screw or band kind, or similar kind. (Tariff items 84.10.100; 200; 300; 400; 500; 600; 700; 911; 912; 913; 919 and 990)
(e) Hydraulic pumps and hydraulic control valves incorporated in or forming part of goods of a kind falling within tariff items 84.22; 84.23; 87.01; 87.02; 87.03 or 87.07
(f) Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves, thermostatically controlled valves and syphon heads. (Tariff items 84.61.510; 600; 910; 920 and 990)

This reference is of departmental origin.

Details of the tariff items mentioned above are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than January 1, 1968.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2446/67.

Tariff Board inquiry (4)

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether **straight tubular fluorescent discharge lamps** tariff 85.20.210 have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than January 8, 1968.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1581/67.

UNITED STATES

Trade regulation rule

THE *Board of Trade Journal* of July 28, 1967, gave notice of a proceeding by the United States Federal Trade Commission to establish a trade regulation rule for the advertising of non-prescription systemic analgesic drugs.

The Federal Trade Commission has re-opened the public record for the purpose of receiving written data, views or arguments concerning the proposed rule. The public record will remain open until February 8, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

(UNITED STATES, *continued on next page*)

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UNITED STATES, *continued*

Fur and fur products labelling

THE FEDERAL TRADE COMMISSION of the United States announce details of a public hearing to give consideration to a proposal to amend the rules and regulations under the Fur Products Labelling Act so as to specify when certain furs and fur products will be considered as artificially coloured and to provide a means of better informing manufacturers and dealers about the nature and extent of artificial coloration of furs. The commission also proposed to give consideration to increasing the monetary value in respect to products exempted from the provisions of the Act. (The term 'fur products' means any article of wearing apparel made in whole or in part of fur or used fur; except the term does not include such articles as the commission shall exempt by reason of the relatively small quantity or value of the fur or used fur contained therein.)

Interested persons may submit written comments to the Federal Trade Commission, Washington D.C. 20580 on or before the date of the hearing, or they may be presented orally at the hearing on January 11, 1968, at 10 a.m., Room 7312, The 1101 Building, 1101 Pennsylvania Avenue, N.W., Washington D.C. Further written views, arguments and data will be received for 20 days after the hearing is closed.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 3365).

New public laws

Bismuth

UNITED STATES Public Law 90-153 approved November 24, 1967, authorizes the disposal of bismuth from the national stockpile and the supplemental stockpile.

Rare-earth materials

Public Law 90-152 approved November 24, 1967, authorizes the disposal of rare-earth materials from the national stockpile and the supplemental stockpile.

Molybdenum

Public Law 90-151 approved November 24, 1967, authorizes the disposal of molybdenum from the national stockpile.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222, 7877, Ext. 2397).

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Portable relay tests such as are used for testing protective relays, circuit breakers, starters, etc., in high tension power distribution systems.

(Ruling effective January 11, 1968).

The above information is contained in Canadian Department of National Revenue Memorandum D51-22-1 dated December 11, 1967.

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the addition of the following new item:

'152. Tea (including extracts and "instant" varieties).'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

CHILE

Modifications to Customs schedule

HM EMBASSY, Santiago, report that the duties on items falling within heading No. 82.09 (knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06) have been suspended; the *ad valorem* charge has been increased to 160 per cent.

Modifications to Permitted Import List

THE FOLLOWING modifications in the Chilean Permitted Import List were made recently:

Page	Chapter	Item	Percentage of prior deposit
		Insert the following new items:	
21	21	Maternalized milk powder	0
24	25	Aluminous or smelted cements with a minimum of 40% alumina	10
47	30	Obstetric plugs	100
71	48	Cones, cylinders or bobbins of special types for the textile industry	50
83	59	Gauze for medical use	0
91	70	Stained glass for windows	10,000
		Sheets of glass not more than 2·50 metres long by 1 metre wide and 2·5 to 3·2 mm. thick for making windscreens for motor vehicles.	10,000
131	84	Hydraulic jacking mechanisms for goods lorries	0
149	85	Sets of pieces and parts or semi-finished elements for assembling electric apparatus or appliances for starting internal combustion or explosion engines and circuit makers and breakers for use in such engines	10,000
150		Sets of pieces and parts for assembling electric light signalling, windscreen wipers, demisters, electric appliances and frost or fume removers for motor vehicles	10,000
87	68	Replace the item 'Material with a base of asbestos . . .' by:	
		Plaited, woven, twisted or coiled materials for making packings, with a base of cotton, packings, with a base of cotton, linen, cane, jute or asbestos, with or without metallic filament, alone or combined with resins or solid or liquid lubricants	500
		and	
		Materials for making packings with a base of cotton, linen, cane, jute or asbestos in combination with vulcanized natural or synthetic rubber, with or without metal	20
69	45	Replace the item 'Cork stoppers for sparkling wines . . .' by:	
		Cork stoppers for sparkling wines, 28 to 32 mm. in diameter, treated with paraffin wax and with the bottler's name, mark or registered brand burnt into them	50
43	30	Eliminate the words 'in bulk' from three items on this page:	
		Leucovorin injections.	
		Methatrexate, parenteral and Methatrexate tablets.	

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Wine for Australia

Two thousand of Merrydown's gaily-coloured six-nip packs of fruit wines have been shipped to Australia for David Jones, Sydney's giant department store, which has an illustrated mail order catalogue that takes in cattlemen and sheep farmers in the north and far west.

British seating for Danish theatre

Seven hundred luxury 'Viscount' theatre chairs valued at £7,500 have been ordered from Rank Audio Visual Limited for installation at the Triangel Theatre, Copenhagen. Two of the company's seating experts have been flown to Copenhagen to organize the installation.

Chloride Canadian order

Recently shipped to Canada by Chloride Batteries Division of Electric Power Storage Ltd., are two self-contained DC supply units embodied in the gas turbine Packaged Power Station which AEI have supplied for the Thunder Bay installation of the Hydro-Electric Commission of Ontario, Canada. This is a repeat order for Chloride, who have recently supplied similar equipment for the AEI Packaged Power Station installed on the Newfoundland and Labrador Power Commission network.

Russian contract

Centri-Spray Limited of Croydon, Surrey, has won an important export contract worth £650,000 to automate the crankshaft line at the Moscovitch motor car plant in Russia. The contract was awarded to Centri-Spray by Renault SA of Billancourt, France, main contractors to the Russian car manufacturers on this modernization project.

Fish and chips for Honolulu

W. H. Shaw and Son (Export Packing) Ltd., have just despatched from their Morley (near Leeds) works, the first-ever British fish and chip range to be exported to Honolulu. The range was sent to Hull where it was loaded on board the m.v. 'Berganger.'

Locomotives for export

Against international competition the Hunslet Engine Company Limited – one of the Hunslet Group of Companies – has secured an order for 28 550 HP, 0-6-0 type diesel hydraulic locomotives for Ceylon Government Railway. The total value of the contract exceeds £¾ million.

Trinidad order

An order has been received by York Shipley Ltd., London, N.W.2, to supply water chilling equipment for process water services to be exported to a new factory under construction by Dunlop Trinidad Ltd., West Indies.

A traditional Maté gourd and Bombilla used by Argentinians to sip an infusion made from the yerba-maté plant. Bombilla means literally the 'little pumps'. Tube Products Ltd., a TI Company, have received an order – negotiated by TI (Export) Ltd. the export company of Tube Investment's steel tube division – for 16,000 metres (52,496 ft.) of small bore stainless steel tube, which will be used by Korman SACIF of Buenos Aires to make stems for Bombilla.

New Zealand orders

South Wales Switchgear Ltd. have just been awarded two contracts from the Municipal Electricity Department, Christchurch, 442 and 445 for 350 MVA 11,000 volt integrally earthed switchgear, the whole contract being worth approximately $400,000. South Wales Switchgear Ltd. are one of the largest manufacturers of switchgear in the United Kingdom and have already supplied 487 switch units to the department.

British equipment for Chicago

The Hackbridge and Hewittic Electric Company Ltd., has been successful in obtaining an order worth $1.65 million from the City of Chicago for the Chicago Transit Authority. This order covers 35,000 kW of substation equipment for the two new twin track rapid transit railway lines running from the centre of the city and along the middle reservation of the Kennedy and Dan Ryan expressways towards the O-Hare airport and city suburbs respectively, extending over a total distance of approximately 15 miles.

Scandinavian export orders

Exhibiting at the annual Swedish National Technical Fair in Stockholm for the first time, Engis Ltd. of Maidstone, Kent, one of the world's leading specialists in the production and application of industrial diamond compounds, had received a number of valuable export orders in addition to many inquiries from the Scandinavian countries, by the time the fair closed last week.

Export order for Russia

Leonard Stace Ltd. of Gloucester Road, Cheltenham, have just shipped 47,000 sq. yds. of 'Duxbak' paper to the USSR. It will be used to protect timber in transit.

Fresh water plant for Australia

The first major sea-water distillation plants to be built in Australia have been completed in 12 months, two months ahead of schedule, by Weir Westgarth Ltd. the East Kilbride, Scotland, desalination specialists and a member of the Glasgow-based Weir group of companies. The two plants are valued at over £300,000.

Coaches for Portugal

One of Portugal's biggest passenger transport operators, Claras Transportes, of Torres Novas, have ordered a further 20 AEC Swift rear-engined single-deck coaches to add to the 30 already in service with their fleet.

Computer exported to Canada

A Series 200 computer system has been exported from Honeywell's Newhouse, Lanarkshire, plant to EDP Data Centres Ltd., Canada's largest independent computer service bureau. The Honeywell 200 is now installed at the bureau's new branch office in Vancouver.

Leather craft for Nova Scotia

Visitors to the new Town Hall recently opened at Amherst, Nova Scotia, are signing their names in a superb leather-bound Visitors' Book. The pages, of specially made parchment, printed in blue and gold, are bound in beautifull red Levant morocco leather, gold-blocked with the arms of Amherst. The special commission for the work was one of the results of Mr. Gerry Ettinger's Canadian tour last year when he joined the Board of Trade sponsored City of Westminster trade mission.

Zambian contracts

Contracts worth more than £75,000 for important extensions to the Zambian automatic telex system have been awarded to the Plessey Telecommunications Group. Under the contract Plessey will extend the telex exchanges at Kitwe and Ndola, and next year will produce and instal the Lusaka International automatic telex exchange.

Scottish electronics firm breaks into American market

A Scottish electronics firm has won substantial business in the United States following a 2½-week tour of the Pacific coast sponsored by the Scottish Council (Development and Industry).

The firm, Microwave and Electronic Systems Ltd., of Lochend Industrial Estate, Newbridge, Midlothian, has announced that its microwave swept oscillator systems are to be manufactured under licence in America. Mr. M. J. Moran, the firm's managing director, said that they were expecting royalty fees of between £20,000 and £50,000 a year as a result of the licensing agreement.

Cross custom style for Australia

Cross Paperware of Dunstable, Beds. have designed four new custom styled products for Holden Cars, General Motors Branch in Australia. These disposable products are paper cups with handles, plates, dinner napkins and cocktail napkins. They are in a smart design in dark blue and white, and are printed with Holden's name and trade mark; they will be used in their chain of roadside garage/restaurants throughout Australia.

British machinery for Italy

Matbro Ltd., announce the sale of four of their S.80 Swing-lift trucks to Messrs. Guiseppe Feltrinelli of Naples. Feltrinelli are timber importers and exporters with depots in Naples, Bari, Messina and Taranto and the Swing-Lift, which is ideally suited to handling timber, will enable them to double their storage capacity compared with the use of conventional fork lift trucks. The sale is worth over £20,000.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

Replies to Box Numbers should be addressed to: Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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BRITISH MARKETING AND PUBLICITY CONSULTANT, in New York early 1968, would be glad to hear from British manufacturers of consumer goods interested in United States market.—Box M 11385.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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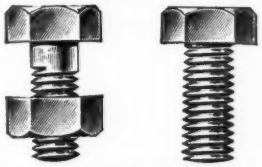

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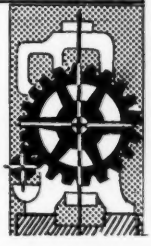

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'No lack of orders here. We're exporting to 112 different countries.'

The man speaking is Jon G, export manager of an East Midlands company that makes construction equipment. Proving his point is a factory going flat out, making graders, dump trucks, rollers and tractor shovels that will bring home many millions this year.

Interviewer: You're not affected too badly by the ups and downs on the domestic market?

Jon G: Let's say we're well-cushioned against them. Our exports are always well over 65% of total output. Some years they run much higher.

And you have ECGD cover for 112 countries?

Jon G: That's the score as of today. But we are always opening up new markets and we couldn't do this without cover. We appoint a distributor in a new territory, then it's over to ECGD. They indicate what a reasonable credit limit would be.

You finance a stocking-up operation for the new distributor, and ECGD cover you against loss?

Jon G: This is right. It would be far too difficult and time-consuming for us to check accurately the credit-rating of distributors we appoint. Mind you, we do what we can – we don't put up any dicey deals to ECGD.

On your turnover, you must have really felt the benefit of lower ECGD premiums?

Jon G: There's been quite a dramatic drop, especially if you compare the premiums over 17 years, as we can. Being able to get 100% guaranteed finance now is also very good. Of course we have the odd haggle with ECGD, but generally we're very satisfied. I think the services ECGD offer are ahead now of other countries'.

Is your export graph rising?

Jon G: Up 29% in three years and still climbing. You can almost watch it going up from where we are standing now.

Exports keep plants profitably humming. Over 9,000 exporting companies are insured by ECGD, the Government Department which secures exporters against overseas loss through default, insolvency, transfer and other risks. The interview above is authentic; only the photograph is fictitious. Find out more about how ECGD can help your company increase exports. 'Phone your local ECGD Manager today.

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